



**APRIL 2019**  
Price Changes Notification

Due to price increases from our current suppliers, Vernon/RTC will be increasing prices on the following vendors.

Below is an overview of price changes effective **April 1, 2019** unless otherwise stated.

Announced Vendor Price Changes

Vendor/ Brand	Effective Date	Increase	Comments
Henkel/Dial	4/1/2019	4%	Majority of product portfolio
Clorox	4/1/2019	10-15%	Healthcare products
Fabri-Kal	4/1/2019	5%	All PLA products
Oil-Dri	4/1/2019	3%	All products
Georgia Pacific	4/1/2019	2-5%	Varies items, Dixie line, towels/tissues, cutlery
Geerpress	4/15/2019	8-14%	All items

**To:** Our Valued Distribution Partners

**From:** Todd B. Gatzulis  
Vice President – Diversified Markets Division

**Subject:** Price Increase *Effective April 1<sup>st</sup>, 2019*

**Date:** December 19<sup>th</sup>, 2018

Henkel is constantly striving to offset cost of goods increases with cost savings projects. These efforts have been successful for several years given Henkel has not taken a price increase since 2011. While on-going efforts remain, we can no longer mitigate the cost increases that have been realized over the past eight years.

Henkel will be increasing prices a weighted average of 4% on the majority of our product portfolio effective April 1, 2019. We will continue to work with our suppliers to mitigate any additional increases in our ongoing efforts to bring value to our customers.

**NOTE:** Henkel continues to offer value pricing versus many of its key competitors. On core items, Henkel's published prices are well below other manufacturers' pricing. This value pricing is coupled with America's most recognized brand names and formulas that are clinically proven to be superior versus other commercial products.

Orders placed on or before March 18<sup>th</sup>, 2019 requesting immediate shipment will be invoiced at current into-stock prices (orders with requested delayed shipped dates will be invoiced at the new into-stock April 1<sup>st</sup> price). Any orders placed on or after March 19<sup>th</sup>, 2019 will be invoiced at the new into-stock April 1<sup>st</sup> price.

Please feel free to contact your local Henkel / Dial Professional representative if you have any questions regarding this price increase. You will be provided a detailed price list reflecting the price changes by January 11<sup>th</sup>, 2019.

We recognize that you have many choices when purchasing hand-care, air-care, laundry, and other cleaning products. Henkel remains committed to providing the very best product solutions and will continue to strive to earn your business every day.

Thank you for your continued support,

**Todd Gatzulis**  
Vice President / General Manager  
Diversified Market Division

**Henkel**  
200 Elm Street  
Stamford, CT 06902

1/3/2019

**\*\*\* PRICE CHANGE NOTIFICATION \*\*\***

Dear Valued Customer:

The Clorox Sales Company will be advancing prices on the following items effective April 1<sup>st</sup> 2019:

**Healthcare Items: New Pricing Effective April 1<sup>st</sup>**

- Dispatch Wipes - 10%
- Clorox Healthcare Bleach Germicidal Cleaners - 15%
- Clorox Healthcare Hydrogen Peroxide Liquids - 15%
- Clorox Healthcare Fuzion - 15%
- Clorox Healthcare Citrace - 15%
- Clorox Broad Spectrum - 15%
- Clorox Cream Cleanser - 15%
- Clorox Healthcare Citrace - 15%

**Non-Healthcare Items: New Pricing Effective April 1<sup>st</sup>**

- Clorox Commercial Solutions Hydrogen Peroxide Disinfecting Wipes - 10%
- Clorox Commercial Solutions Hydrogen Peroxide Disinfecting Cleaners - 15%

*See updated Pricing Addendums for complete list of items affected by the above pricing actions.*

We look to your continued partnership and support in both the timely set up of these new prices and proper ordering to reduce errors and unnecessary delays in supply.

For more information, please contact your local Clorox representative.

Thank you for your continued support.

Sincerely,

Alan Seidelmann VP-Sales, Professional Products Division



Creating Value From Sorbent Minerals

**PRICE NOTIFICATION**

February 1, 2019

To Our Valued Customer:

Our Oil-Dri manufacturing plants have received increased costs on key components and labor in the processing, packaging and shipping of our clay absorbent products. We have taken internal efforts to mitigate these increases but are compelled to implement a price increase of approximately 5% to maintain the high quality of our products and service.

The enclosed new prices will be effective with orders placed on or after **March 1, 2019**.

We value our partnership with you and appreciate your continued support. I can be reached at 800-233-1959, ext. 2518.

Sincerely,

*Scott Hamming*

Scott Hamming  
Oil-Dri Corporation of America  
Industrial and Automotive Group

February 22, 2019

RE: Price Increase Announcement

Dear Valued Fabri-Kal Customer:

As a result of escalating raw material and freight costs, Fabri-Kal is announcing an increase to pricing on the following product lines effective Monday, April 1<sup>st</sup>, 2019.

**5% Increase: All PLA (Polylactic Acid) products as outlined below.**

- Greenware® Cold Drink Cups and Lids including Stock and Custom Prints
- Greenware® Portion Cups and Lids including Stock and Custom Prints
- Greenware® On-The-Go Boxes and Lids

All orders placed by **5:00 p.m.** (Eastern Standard Time) on or before Friday, March 29<sup>th</sup>, 2019, calling for immediate shipment, will be invoiced at the current price. Buy-ins cannot be accommodated.

All escalation clauses on current contracts and bids will be implemented.

Thank you for your continued support of Fabri-Kal Corporation.

Sincerely,

Chuck Garlock  
Vice President of Sales & Marketing



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Georgia-Pacific Consumer Products LP  
133 Peachtree Street, NE  
Atlanta, GA 30303  
[www.gp.com](http://www.gp.com)

February 15, 2019

Dear Valued Customer:

Georgia-Pacific Professional is increasing prices up to 8% on towel, tissue, napkin, wiper, air care, and skincare products and dispensers, with select items increasing more.

New into-stock prices will be effective April 1, 2019. Orders placed by March 31, 2019 calling for immediate shipment by April 15, 2019 will be invoiced at the current into-stock prices. All orders placed on or after April 1, 2019 will be invoiced at the new into-stock prices. March orders placed above your normal monthly average will be invoiced at the new into-stock prices.

New into-stock price lists will be visible in GPXpress on February 15, 2019. For those customers receiving into-stock price lists by mail, they will be sent the week of February 18, 2019.

All eligible end-user price agreement prices will increase effective April 1, 2019, or upon price expiration date.

Eligible end user-price agreement prices will be visible in GPXpress on February 15, 2019. For those customers receiving price agreement price lists by mail, they will be sent the week of February 18, 2019.

Your Georgia-Pacific Professional sales representative is available to answer any questions you may have. Thank you for your support of Georgia-Pacific Professional products.

Thank you for your business. We look forward to helping you achieve your goals and objectives this year and in the future.

Ryan Elwart  
Senior Vice President Global Sales



Dear Valued Geerpres® Customer,

**I am emailing to inform you that Geerpres® has implemented a new price list effective April 1, 2019, which has many items with reduced pricing.**

We are excited to launch our new Enterprise® EVS cart line, as well as additional products in our Advantex® Single-use product line. Please [view our online videos](#) on recently launched products for you to share with your team and your customers.

Please also note that our existing Odyssey®, Genesis®, and Omega® Cart lines will be impacted by the launch of the Enterprise® EVS Cart, with most models terminated 12/31/2018. Pricing on the Enterprise® EVS Cart is now available.

While the majority of Geerpres® products proudly remain made in the U.S.A., tariff implications have affected materials and products Geerpres® sources worldwide or corresponding domestic cost. Geerpres® is committed to keeping pricing changes as minimal as possible. However, several products do reflect increments resulting from tariff implication. Please also note that the many significant price changes are decreases versus 2018, specifically related to our Advantex® Single-use Microfiber products.

We appreciate your continued support of Geerpres®. If you have any questions please don't hesitate to contact me at [770-375-0421](tel:770-375-0421) or Customer Service at [800-253-0373](tel:800-253-0373).

Sincerely,  
Sam Waites  
Vice President of Sales

To receive item-specific pricing for your account, please contact your Vernon/RTC sales representative or customer service.

On behalf of Vernon/RTC we thank you for your continued support.