



# PAR-WAY TRYSON COMPANY

The Makers of **Vegalene**®

107 Bolte Lane • St. Clair, MO 63077  
(636) 629-4545 • Fax: (636) 629-1330  
www.parwaytryson.com

To Our Valued Customers:

2020 has been a year like no other. To describe it as “challenging” would be an understatement. Although we were diligent in controlling our costs, commodity prices steadily increased and all forecasts show these increases will continue into 2021. Combine that with unprecedented component and raw material shortages, and manufacturing enough finished product to meet customer needs while safeguarding employee health in our facilities, has become something beyond just “challenging”. Unfortunately, it hasn’t stopped there. Several of our key suppliers have now announced price increases. Key cost drivers include cans, valves, corrugate, vegetable oil, propellants and freight.

Because Par-Way Tryson/PLZ Aeroscience values your business, we do everything we can to mitigate costs. Unfortunately, for us to continue delivering quality products and service to our customers, a price adjustment is necessary for 2021. This pricing will take effect for orders placed on or after March 1, 2021. Our new *Wholesale Price List* is attached for your review. If you have any questions, please contact your Par-Way Tryson Sales Manager or Broker Representative.

Having the opportunity to build relationships with customers, while delivering quality and innovation to our category, is what motivates the entire team at Par-Way Tryson Company daily. We value our relationships and thank you for the opportunity to serve you and our mutual customers.

Sincerely,

Deborah (Deb) Poquette  
Vice President National Sales  
Par-Way Tryson Company

*A PLZ Aeroscience Company since 2016*

DLP/vlw

cc: Par-Way Tryson Company Broker Network  
Par-Way Tryson Company Sales Managers