

DATE: July 6, 2021
TO: SC Johnson Professional USA Authorized Distributors
SUBJECT: Price Increase Effective September 6, 2021

As you may have experienced or read in the media, costs for materials, goods and services are increasing in many parts of the economy. We are seeing this impact as well. We value our customer relationships and strive to provide high quality products at competitive prices. However, with extreme inflationary pressures continuing to impact our raw material and distribution costs, we are pressed to implement a **price increase effective September 6, 2021.**

Floor Care / Surface Care / Skincare:

The weighted average increase is 8.8%

- A minimal charge for skin care dispensers has been added to compensate for the plastic resin inflation
- Force majeure on Touch Free dispensers is now lifted. The new price of \$15/unit (\$120/case) is effective immediately

All orders received on or after **September 6, 2021** will be priced based on the new price list and updated Terms and Conditions Policy printed on the price list.

Custom dispensers are once again available and require additional lead time. They should be placed on a separate purchase order. Their pricing will follow the equivalent stock dispenser pricing as per attached price list. For more information, please refer to our Custom Dispenser Policy.

SC Johnson's Iconic Brands (Windex, Pledge, Ziploc, etc.):

A price increase of up to 11.3% will be effective on **October 2, 2021**. Your SC Johnson Professional Sales Representative will provide all the details and SKUs that may be impacted.

To avoid backorders and ensure adequate service levels, ordering will be limited to historical monthly averages. We reserve the right to limit quantities on excessive orders.

SC Johnson Professional remains committed to supplying high quality products and reinvesting in our organization to develop new innovations to meet customer needs. We thank you for your continued confidence in us as we undertake these endeavors, and we look forward to continued growth with your organization.

Mike Flagg

Chief Executive, North America