

Sustainable Solutions for Health,
Productivity and the Environment



August 31, 2022

Dear Valued Customer,

Due to the continued shortages in raw materials and limited manufacturing capacities, we are experiencing cost increases on an almost weekly basis. See the attached Producer Price Index information, which reflects large increases in manufacturing and transportation costs. With these continued rising costs, we find it regrettable, but necessary, to pass on a variable price increase on affected products effective October 1st, 2022.

Unfortunately, certain raw materials have experienced higher than normal market increases. We encourage you to contact your account manager and explore alternative products that may accomplish the cleaning objectives at a lower and reasonable cost.

Your updated price list will be emailed shortly, as soon as it is available. We will continue to focus on maximizing our productivity and reducing our costs, while providing quality products and superior service.

We want to thank you for your business and your understanding of the situation, as well as your continued support of Rochester Midland Corporation. We look forward to continuing to serve you, our valued distributors, for many years to come.

Respectfully,

A handwritten signature in black ink that reads "Paul Ferruzza".

Paul Ferruzza
Sr. Vice President
Facility Hygiene N. America