



May 1st 2022

Dear Valued Customer,

Thank you for being a loyal and valued customer of Rochester Midland Corporation. We work hard every day to earn your business by providing superior and innovative products, industry leading service and support, and value as a trusted and knowledgeable growth partner. Each year we make significant investments in product quality, new product development, productivity programs, technical support and expansion of resources that create market awareness.

Over the course of this past year, we have experienced significant cost increases associated with manufacturing and delivering quality products. These increases are across the board, including raw chemicals, plastic resin, packaging materials, utilities, and freight. The outlook for the coming year indicates continued upward cost pressures in each of these key cost drivers. To offset a portion of these cost increases, we will implement a minimum increase of a 9%, effective Wednesday, June 1st, 2022. This will eliminate any current TMC (temporary material cost) charges or surcharges.

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

We are also happy to keep prepaid freight minimums to the lowest level possible, which is now \$3,500 per order. This will assist in keeping your inventory levels down and increase inventory turns.

Again, we appreciate your continued business, your partnership, and your support in these volatile times. If you have any questions, please reach out to your sales representative or customer service at: 1-800-762-4448. We look forward to continuing our mutually profitable long-term partnership.

Cordially yours,

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

Paul Ferruzza
Senior VP North America
Facility Hygiene/Professional Restoration