

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.

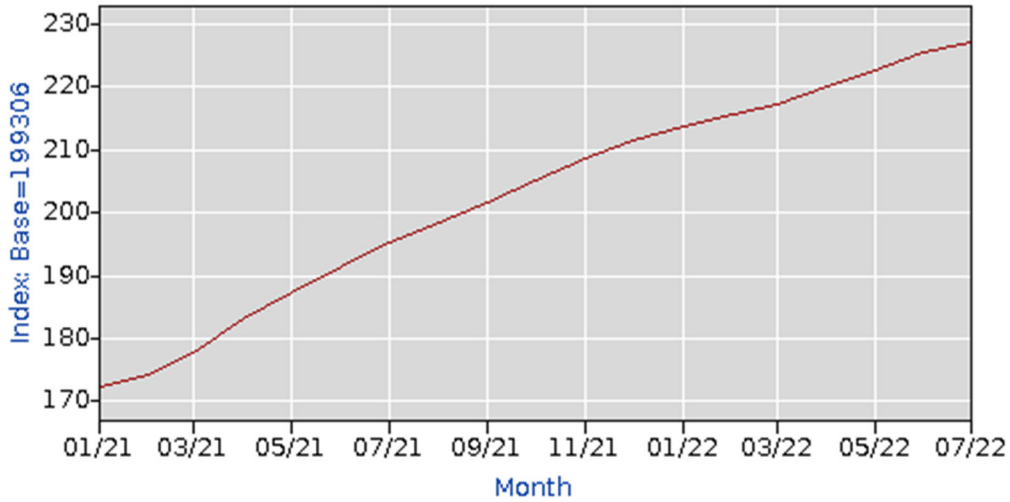
Respectfully,

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

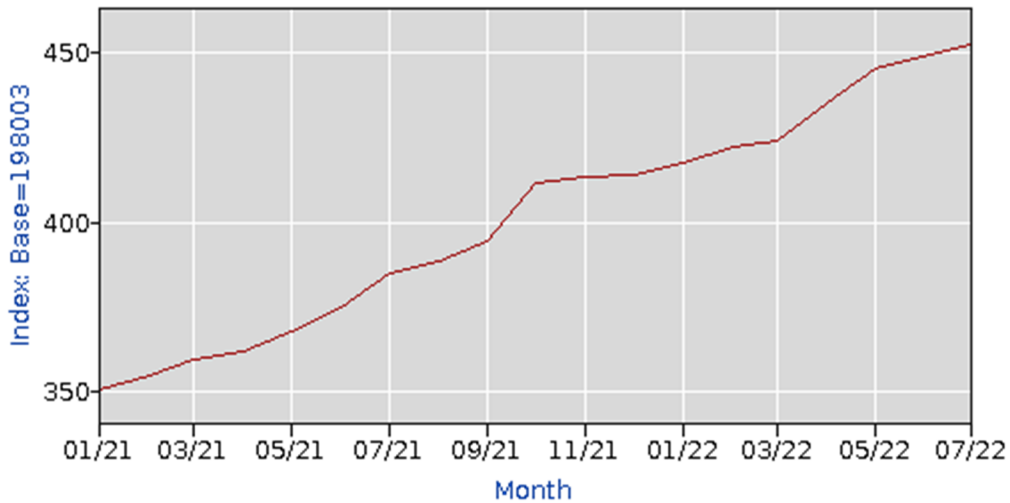
Paul Ferruzza
Sr. Vice President
Facility Hygiene N. America

PPI Industry Data (<https://www.bls.gov/data/>)

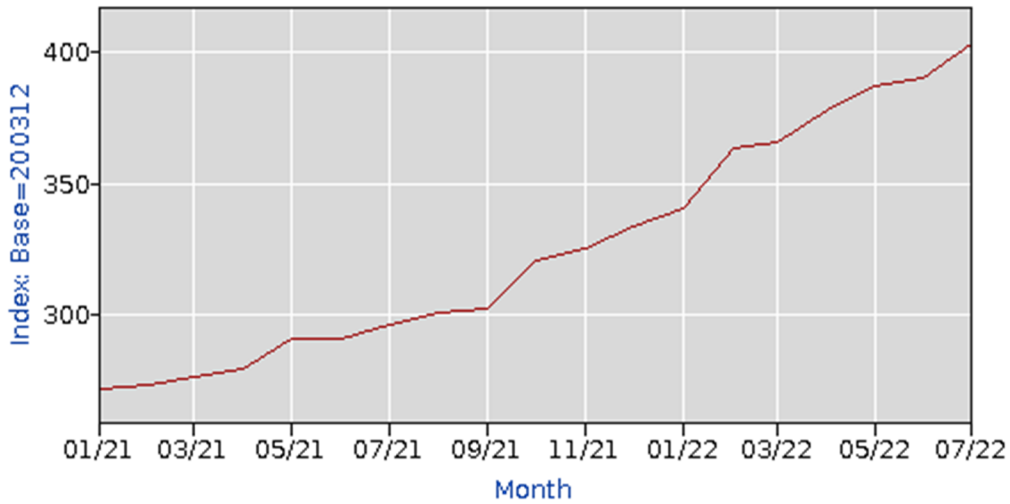
Series Id: PCU3261--3261--
Series Title: PPI industry group data for Plastics product mfg, not seasonally adjusted
Industry: Plastics product mfg
Product: Plastics product mfg
Base Date: 199306, up 6.4% since January



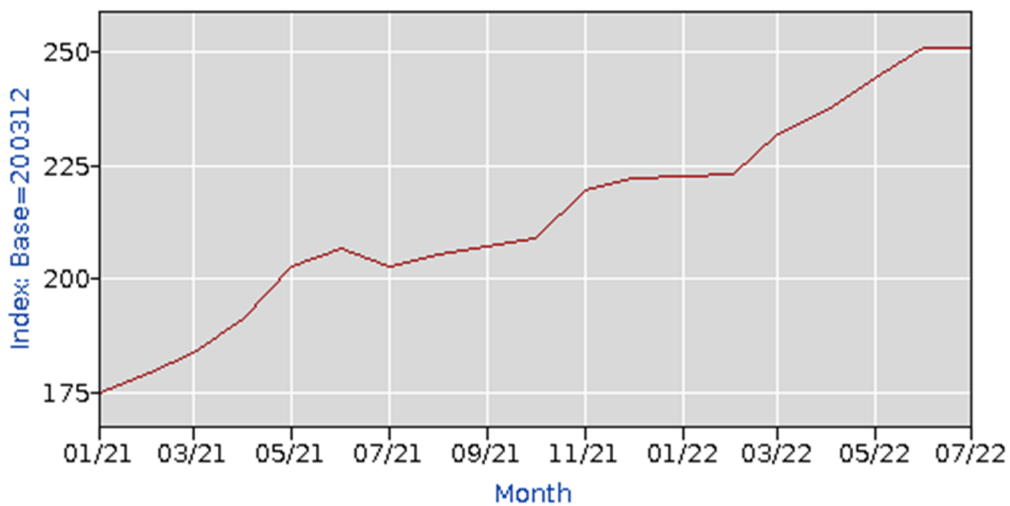
Series Id: PCU322211322211
Series Title: PPI industry data for Corrugated and solid fiber box manufacturing, not seasonally adjusted
Industry: Corrugated and solid fiber box manufacturing
Product: Corrugated and solid fiber box manufacturing
Base Date: 198003, up 8.3% since January



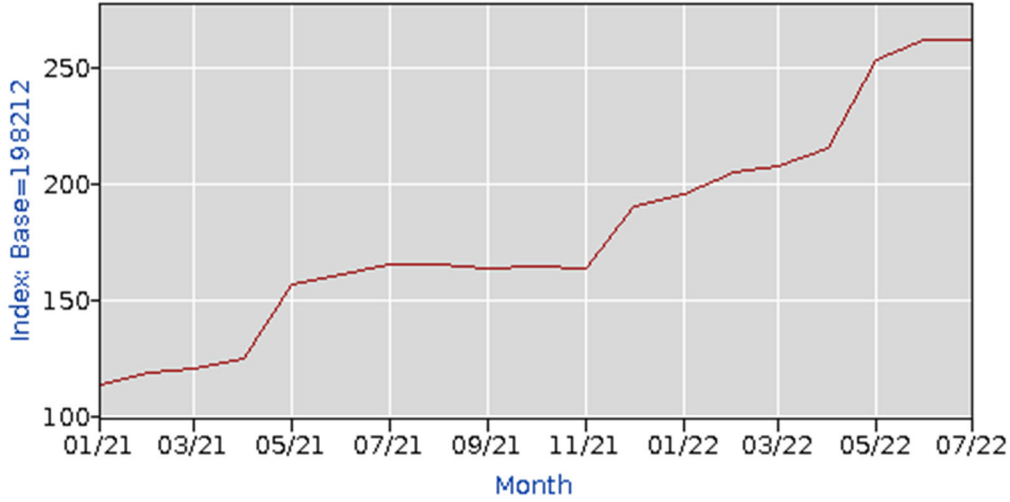
Series Id: PCU32518-32518-
Series Title: PPI industry data for Other basic inorganic chemical manufacturing, not seasonally adjusted
Title: adjusted
Industry: Other basic inorganic chemical manufacturing
Product: Other basic inorganic chemical manufacturing
Base Date: 200312, up 18.6% since January



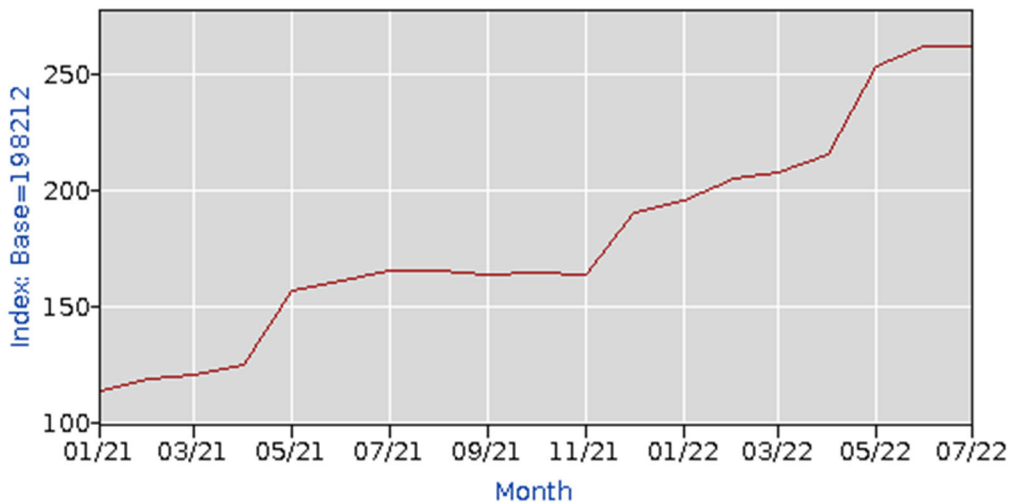
Series Id: PCU32519-32519-
Series Title: PPI industry data for Other basic organic chemical mfg, not seasonally adjusted
Industry: Other basic organic chemical mfg
Product: Other basic organic chemical mfg
Base Date: 200312, up 12.7% since January



Series Id: PCU3251803251803
Series: PPI industry data for Other basic inorganic chemical manufacturing-Inorganic acids, excluding nitric, sulfuric and phosphoric, not seasonally adjusted
Title: excluding nitric, sulfuric and phosphoric, not seasonally adjusted
Industry: Other basic inorganic chemical manufacturing
Product: Inorganic acids, excluding nitric, sulfuric and phosphoric
Base: 198212, up 19.8% since January
Date:



Series Id: PCU3251803251809
Series: PPI industry data for Other basic inorganic chemical manufacturing-Sulfuric acid, not seasonally adjusted
Title: seasonally adjusted
Industry: Other basic inorganic chemical manufacturing
Product: Sulfuric acid
Base Date: 198212, up 34.3% since January



Series Id: PCU3251803251804
Series PPI industry data for Other basic inorganic chemical manufacturing-Sodium hydroxide
Title: (caustic soda), not seasonally adjusted
Industry: Other basic inorganic chemical manufacturing
Product: Sodium hydroxide (caustic soda)
Base Date: 198012, up 21.9% since January

