



**HOSPECO**  
CLEAN • PROTECT

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Date: March 30, 2022

To: **Our Valued Distributor Partners**

From: Kurt Peterson, VP-Sales

***SUBJECT: Price Changes: Glove Price Reductions Effective 4/4/2022 all other changes effective 5/1/22***

It is hard to believe that we are almost through the first quarter of 2022. While we all had hoped that this new year would bring some normalcy and stability to the supply chain, we all find ourselves, regardless of sector, continuing to operate in a very dynamic environment.

The good news is that the disposable glove market pricing continues to moderate and as such effective with all orders placed on or after 4/4/22 all of our disposable glove pricing as well as certain PPE items has either remained the same or declined as attached. We will continue to keep your pricing aligned with the market as many of these families of products continue to reduce rather than increase.

While disposable glove market pricing continues to decline, all components of costs continue to rise...manufacturing especially labor, warehousing, shipping both ocean and domestic, raw material and packaging... and all are increasing by significant rates. While HOSPECO always takes every possible step to mitigate such increases, we have no choice but to pass on some portion of these.

Effective with orders received on or after May 1, 2022, prices on most categories will increase. Additionally, all contract pricing is under review and subject to change on this date as well. We cannot support any "buy-ins" over and above your normal average monthly volume in advance of this effective date.

Increases on average, are in the 5% range with the exception, of Rags and Towels at 10-15%, certain of the Disposable Wipers at 7-9%, and Paper related products like Sanitary Pads, Tampons, and Kraft Liners at 5-8%. There will be no change to Toilet Seat Covers category at this time.

Price changes on all your active items – (items purchased in the last 12 months) are attached. Consult your web portal for your new pricing on everything else in our product line.

We appreciate both your understanding and support as we continue to grow together in this challenging environment. We are so appreciative of our relationship with you and are very well positioned to continue growing with you both in volume for existing items as well as through our ever-expanding offering such as clean room, prep-paint-finish wipers, new value-added disposable gloves, pre-saturated wipes, etc.

Thank you so much and please reach out to your HOSPECO Sales Director if you have questions or require further information.