



STEARNS PACKAGING CORPORATION

Mailing address: P.O. Box 14495 • Madison, Wisconsin 53708
Shipping address: 4200 Sycamore Avenue • Madison, Wisconsin 53714

October 28, 2025

Greetings:

I hope that this mailing finds your business prospering and that the Stearns Packaging line of pre-measured cleaning products is a part of that success. Stearns' supply chain has very little import exposure and of the 24 items that are seeing a January 1, 2026 price increase, 14 of them had not been raised in 3 to 5 years. The increases are in the range of 1.58 to 4.59%. Freight, labor and boxes are being cited as the drivers of our current cost increases. Please be assured that Stearns Packaging strives to hold down costs and to remain a cost-effective resource for your business.

Speaking of freight, I know that the free-freight program that Stearns offers has been of great help to your business these last 25 years. Stearns will continue to provide this great value-added feature but rising shipping costs have compelled us to raise the free-freight minimum order to 125 cases. This adjustment is stated on the last page of the Premasured Distributor Net Pricing 2026, enclosed, as well as in the enclosed Terms and Conditions, January 1, 2026.

The new Terms and Conditions document also contains a couple of other policy changes.

1. The Small Shipment Charge for premeasured orders under 25 cases has been raised to \$25.00 effective January 1, 2026.
2. The updated Inspection & Return Policy now allows only 3 days to make a claim for damage. The motor carrier industry is refusing to honor damage claims made after 3 days from delivery. When distributors take too long to inspect their shipments and demand credit for freight-damaged cases after the 3-day window has closed, Stearns has no recourse with the offending carrier.

If you are in Las Vegas for this year's ISSA Show, please stop by the Stearns Packaging booth, 5767.

Yours Truly,

A handwritten signature in black ink, appearing to read "John B. Elliott".

President