



Dear Melissa,

We truly appreciate your continued partnership and the trust you place in Sellars for your wiper, towel & tissue and sorbent needs.

We are reaching out to share an important update regarding Sellars finished goods products including ToolBox® and Clean Task®. Unfortunately, due to market conditions, our suppliers have passed input cost increases on to us. We cannot absorb these cost increases, so we must implement price adjustments.

Customer Pick-Up Base Pricing

- DRC & hydro-entangled wipers: **3.5% increase**
- Meltblown sorbents: **7.5% increase** (consider switching to Q-Cel)
- Q-Cel sorbents & towel & tissue: **No Increase**

Delivered Pricing Freight Increase

- All product categories (wipers, sorbents, towel & tissue): **2-4% increase**

All unshipped orders dated on or after **Monday, May 18, 2026**, will be subject to this increase. In the near future, you will receive an updated price list. Please note that your list price may also include a change in your pricing tier based on your 2025 order volume history.

To ensure adequate service levels and avoid product shortages, orders placed from now until May 17, 2026, will be limited to 1/12 of your current annual demand.

Thank you again for your partnership and understanding. If you have any questions or want to contact us, please reach out to your Sellars Sales Rep, Customer Service or me.

Regards,



Larry Cook, VP Commercial Sales

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