



March 15, 2019

Dear Valued Essity Customer:

Effective May 1, 2019, Essity Professional Hygiene North America (formerly SCA Tissue North America) will implement a price increase of up to 8% on towel, tissue, napkin, wiper, skincare, dispensers and specialty products, with select items potentially increasing more than 8%.

Orders placed by April 30, 2019 calling for immediate shipment will receive current into-stock prices. Orders received on or after May 1, 2019 will be invoiced at new prices.

All contract adjustments will adhere to the terms and conditions of each specific agreement.

Thank you for your continued support of Essity Professional Hygiene North America. We look forward to growing our mutual business in 2019 and beyond.

Regards,

Matthew Urmanski  
Vice President - Sales & Marketing  
Professional Hygiene North America



June 3, 2019

Dear Valued Customer:

On May 10<sup>th</sup> we notified you that the US Government increased the tariffs to 25% on some Chinese goods and raw materials effective that day and of our intent to implement price increases on items impacted by tariffs effective July 1, 2019.

Attached is your specific list of Impact and Malt items affected and your new costs. Affected Impact items directly imported from China will increase by 13%. Affected Malt PPE items directly imported from China will increase by 12%. Those items that contain components related to the affected HTS codes will increase by 6%.

Total Impact SKU's affected are 120 items primarily related to the Trigger Sprayer category and, additionally, some mopping equipment items with components made in China. Total Malt SKU's affected is 874. These items are disposable PPE clothing, the vast majority of which is supplied by China.

A current complete list of affected items is posted to our pricing portal:

- Web Address: [pricing.impact-products.com](http://pricing.impact-products.com)
- User Name: Tariffs
- Password: Tariffs2019

Like you, we are using considerable resources to understand and manage the implication of these government tariffs, and we are sympathetic to the inconvenience that it causes. Impact Products will continue to look at alternative avenues to source items locally when possible. We appreciate your business and we look forward to continuing to provide you with the highest levels of quality, service and value.

If you have any questions, please reach out to your Impact manufacturer's representative, your Impact sales manager, or me.

Sincerely,

A handwritten signature in black ink, appearing to read "Chris Tricozzi".

Chris Tricozzi  
Vice President, Sales



September 4, 2019

Dear Valued Customer:

The US Trade Representative recently announced a variety of additional tariffs on import goods manufactured in China effective September 1, and October 1, 2019. Accordingly, Impact will be implementing price increases on effected items, Monday, October 7, 2019. Your new contract pricing is enclosed; for non-contract pricing please visit our pricing portal: [pricing.impact-products.com](http://pricing.impact-products.com)

Additionally, the US Trade Representative announced that tariffs on some items (e.g. "List 4B") have been delayed until December 15, 2019. Due to the volatility of this situation, and the ongoing trade negotiations, we will advise of any price changes on effected items on this list no later than 30 days prior to implementation.

Like you, we are using considerable resources to understand and manage the implication of these government tariffs, and we are sympathetic to the inconvenience that it causes. We continue to look at alternative sourcing options wherever possible.

We appreciate your business and we look forward to continuing to provide you with the highest levels of quality, service, and value. If you have any questions, please reach out to your Impact manufacturer's representative, your Impact sales manager, or me.

Sincerely,

A handwritten signature in black ink, appearing to read "Chris Tricozzi", written in a cursive style.

Chris Tricozzi  
Vice President, Sales