

7/28/2022

All Valued Sunburst Customers,

Due to continued price pressure on raw materials, Sunburst will be passing along a price increase of 3.5% on all chemical products. The effective date of this increase will be 9/1/2022.

Certain products will receive an additional 3% increase (the total increase for these products will equal 6.5%). A list of these products is included with this notice. The raw materials in these products continue to be under extreme pricing pressure. However, we believe at some point in time this trend will reverse itself. The question on all of our minds is when...?

We track general raw material cost trends through the U.S. Bureau of Labor Statistics and their Producer Price Indices. We have attached a current PPI Indices report for your review.

We will continue to closely monitor inflation and cost trends and keep you informed of what we learn.

We appreciate your business, and we'll continue to support you as we grow profitably together. Don't hesitate to contact me or your Sunburst representative if you have any questions.

Rob Laughlin

President

952.886.3664

<https://www.sunburstresults.com>



10/31/2022

All Valued Sunburst Customers,

The cost of phosphates has increased dramatically over the last 2 years (50% increase in 2021 and another 39% YTD in 2022). Why are phosphorus prices going up? Soaring prices are driven by a confluence of factors, including surging input costs, supply disruptions caused by sanctions on Belarus and Russia, and export restrictions in China.

In addition, there continues to be price pressure on caustic soda. We track these raw material cost trends through the U.S. Bureau of Labor Statistics and their Producer Price Indices. We have attached a current PPI Indices report for your review.

As a result of these cost increases, we will be raising prices on two ware wash detergents on Jan 1st, 2023. #61494 Solid Performance will be increase by 8.9% and #61354 Applause will be increased by 7.2%.

The good news is that Sunburst has several ware wash detergents that are formulated without phosphate (Performance Plus as an example). We are not raising prices on these products. These might be good options for you to consider.

We appreciate your business, and we'll continue to support you as we grow profitably together. Don't hesitate to contact your Sunburst representative if you have any questions.

Rob Laughlin

President

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13821 Diplomat Drive
Farmers Branch, TX 75234
214-231-3631



June 24, 2022


Dear Complete Supply Customer,

Complete Supply continues to experience unprecedented rising cost including but not limited to Transportation, Fuel, Plastic, Paper, Wood, Packaging, Fiber, and other raw materials. Due to this we are seeing cost increases as well as create supply-chain challenges that also drive up the cost of procuring the goods for our customers. There is also a labor shortage to be noted by most of the manufactures in both production and transportation of the goods we carry that is also fueling this market increases.

Where we used to see increases from manufactures annually and bi-annually it seems like the new normal for price increases is 1-2 months. It has become unsustainable to hold pricing for more than a few months on items as we strive to continue to meet the rising needs of our customers and have enough stock to meet their needs in these challenging times.

Please let this letter serve as notices that for the unforeseeable future that prices are subject to change as the cost increases to manufacture however frequent that seems to be

We are asking that our customers reach out to receive a quote before issuing any POs to us. This will help us make sure that all prices that are raised or lowered due to price changes and are billed correctly.



Sincerely,
Complete Supply
David Bahcall

