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St. Paul MN 55102 USA

DATE: 12/04/2023
TO: **Collin County**
FROM: Ecolab Government Sales
Subject: **Price Increase – 2/28/2024 – 2021-345 Detergents & Dispensers for Laundry & Kitchen**

Ecolab, as have our customers, been under tremendous pressure with unprecedented levels of inflation throughout our industry in to 2023. We understand your cost of doing business is also directly impacted by this and many other factors. As we continue to provide comprehensive support to our customers through innovative products, technologies, and brand protection support, we must extend a portion of this to our customers.


We continue to remain diligent in supporting **Collin County** as best in-class, protecting your brand, and growing our partnership. Below is a brief outline of the intended timeline and percentage impact on your product pricing. Please see the below bullet points that are contributing to this communication and necessary adjustment.


- 12mo % Change in Institutional Dishwashing Detergents PPI: 20.9% (PCU32561132561113)
- 12mo % Change in Institutional Laundry Detergents PPI: 5.7% (PCU32561132561112)
- Increases in Raw Materials, Freight and Packaging, Regulatory and Equipment Costs
- Significant Fluctuation within the Brent Oil, Consumer, Producer, and Labor Price Indices
- Record Chemical Feedstock Inflation
- Transportation Shortages, Increased Fuel and Commodity Costs

We must implement a **4.00%** increase that will impact the case price of our products effective **February 28, 2024** . Ecolab appreciates the relationship it has with the **Collin County** and looks forward to our continued partnership.

ECOLAB Government Sales

Databases, Tables & Calculators by Subject

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Data extracted on: December 4, 2023 (11:39:23 AM)

PPI Industry Data

Series Id: PCU32561132561112
Series Title: PPI industry data for Soap and other detergent manufacturing-Commercial, industrial, and institutional laundry detergents, not seasonally adjusted
Industry: Soap and other detergent manufacturing
Product: Commercial, industrial, and institutional laundry detergents
Base Date: 200706

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Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2013	131.2	131.3	131.3	131.4	131.6	131.6	131.6	131.6	133.3	133.3	133.3	133.3
2014	133.3	133.3	133.5	133.5	133.5	133.5	133.5	133.5	133.5	134.7	134.8	134.6
2015	134.6	134.7	134.7	135.1	135.1	135.1	135.1	135.1	135.1	135.1	135.2	136.4
2016	136.4	136.4	136.4	136.4	136.4	136.4	136.4	136.4	138.7	138.7	138.7	141.3
2017	141.2	141.2	141.2	141.2	141.2	141.2	141.2	141.2	141.2	141.2	141.2	142.8
2018	143.0	143.0	143.0	143.0	143.0	143.4	143.4	143.4	143.4	143.2	143.2	143.2
2019	143.2	143.2	143.3	144.1	144.1	146.6	146.6	147.0	147.0	147.0	147.0	148.0
2020	148.0	148.0	147.8	148.3	148.3	148.4	148.4	148.4	148.4	148.4	148.4	148.4
2021	148.4	148.4	148.4	150.3	152.4	152.5	153.017	153.035	153.040	153.995	156.963	156.969
2022	157.063	157.372	164.091	164.986	165.794	169.262	169.444	169.993	169.993	170.896	170.896	170.896
2023	171.989	171.989	180.598	180.598	180.598	180.598	180.598(P)	180.598(P)	180.598(P)	180.598(P)		

Percent increase of 5.006%. SVM

P : Preliminary. All indexes are subject to monthly revisions up to four months after original publication.

12-Month Percent Change

Series Id: PCU32561132561112
Series Title: PPI industry data for Soap and other detergent manufacturing-Commercial, industrial, and institutional laundry detergents, not seasonally adjusted
Industry: Soap and other detergent manufacturing
Product: Commercial, industrial, and institutional laundry detergents
Base Date: 200706

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Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2013	2.0	2.1	2.0	2.3	2.5	2.5	2.5	2.5	1.6	1.6	1.6	1.6
2014	1.6	1.5	1.7	1.6	1.4	1.4	1.4	1.4	0.2	1.1	1.1	1.0
2015	1.0	1.1	0.9	1.2	1.2	1.2	1.2	1.2	1.2	0.3	0.3	1.3
2016	1.3	1.3	1.3	1.0	1.0	1.0	1.0	1.0	2.7	2.7	2.6	3.6
2017	3.5	3.5	3.5	3.5	3.5	3.5	3.5	3.5	1.8	1.8	1.8	1.1
2018	1.3	1.3	1.3	1.3	1.3	1.6	1.6	1.6	1.6	1.4	1.4	0.3
2019	0.1	0.1	0.2	0.8	0.8	2.2	2.2	2.5	2.5	2.7	2.7	3.4
2020	3.4	3.4	3.1	2.9	2.9	1.2	1.2	1.0	1.0	1.0	1.0	0.3
2021	0.3	0.3	0.4	1.3	2.8	2.8	3.1	3.1	3.1	3.8	5.8	5.8
2022	5.8	6.0	10.6	9.8	8.8	11.0	10.7	11.1	11.1	11.0	8.9	8.9
2023	9.5	9.3	10.1	9.5	8.9	6.7	6.6(P)	6.2(P)	6.2(P)	5.7(P)		

P : Preliminary. All indexes are subject to monthly revisions up to four months after original publication.

Series Id: PCU32561132561113
Series Title: PPI industry data for Soap and other detergent manufacturing-Commercial, industrial, and institutional dishwashing detergents, not seasonally adjusted
Industry: Soap and other detergent manufacturing
Product: Commercial, industrial, and institutional dishwashing detergents
Base Date: 201112

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Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2013	103.5	103.5	103.5	103.6	103.6	104.9	104.9	104.9	104.9	104.9	104.9	105.7
2014	105.7	105.7	105.9	105.9	105.9	105.9	106.3	106.3	106.3	107.0	107.0	107.0
2015	107.0	107.0	107.9	107.9	107.9	108.2	108.8	108.8	108.8	108.8	108.8	108.8
2016	108.8	108.8	108.8	110.2	110.2	110.2	110.2	110.9	110.9	110.9	110.9	111.0
2017	111.2	111.2	111.5	111.5	111.5	111.6	111.6	111.6	111.8	111.8	111.8	113.1
2018	114.9	114.9	114.9	114.9	114.9	115.5	115.5	116.2	116.1	116.1	116.1	116.1
2019	116.1	116.1	116.1	117.1	117.1	117.4	117.4	117.4	117.4	117.0	117.0	117.0
2020	117.0	117.0	117.1	117.1	117.1	117.1	117.1	117.1	119.2	119.2	119.2	119.2
2021	119.2	119.2	119.2	119.3	119.3	119.3	119.350	119.296	121.512	121.643	122.099	122.162
2022	126.772	126.865	126.944	127.047	136.342	138.915	138.920	139.358	139.358	139.358	139.405	167.529
2023	168.637	168.637	168.637	168.509	168.509	168.509	168.509(P)	168.509(P)	168.509(P)	168.509(P)		

P : Preliminary. All indexes are subject to monthly revisions up to four months after original publication.

12-Month Percent Change

Series Id: PCU32561132561113

Series Title: PPI industry data for Soap and other detergent manufacturing-Commercial, industrial, and institutional dishwashing detergents, not seasonally adjusted

Industry: Soap and other detergent manufacturing

Product: Commercial, industrial, and institutional dishwashing detergents

Base Date: 201112

Download:  [.xlsx](#)

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2013	3.5	3.5	1.5	1.5	1.5	1.6	1.6	1.6	1.6	1.6	1.6	2.1
2014	2.1	2.1	2.3	2.2	2.2	1.0	1.3	1.3	1.3	2.0	2.0	1.2
2015	1.2	1.2	1.9	1.9	1.9	2.2	2.4	2.4	2.4	1.7	1.7	1.7
2016	1.7	1.7	0.8	2.1	2.1	1.8	1.3	1.9	1.9	1.9	1.9	2.0
2017	2.2	2.2	2.5	1.2	1.2	1.3	1.3	0.6	0.8	0.8	0.8	1.9
2018	3.3	3.3	3.0	3.0	3.0	3.5	3.5	4.1	3.8	3.8	3.8	2.7
2019	1.0	1.0	1.0	1.9	1.9	1.6	1.6	1.0	1.1	0.8	0.8	0.8
2020	0.8	0.8	0.9	0.0	0.0	-0.3	-0.3	-0.3	1.5	1.9	1.9	1.9
2021	1.9	1.9	1.8	1.9	1.9	1.9	1.9	1.9	1.9	2.0	2.4	2.5
2022	6.4	6.4	6.5	6.5	14.3	16.4	16.4	16.8	14.7	14.6	14.2	37.1
2023	33.0	32.9	32.8	32.6	23.6	21.3	21.3(P)	20.9(P)	20.9(P)	20.9(P)		

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Data extracted on: January 25, 2024 (5:48:26 PM)

PPI Industry Data

Series Id: PCU32561132561112
Series Title: PPI industry data for Soap and other detergent manufacturing-Commercial, industrial, and institutional laundry detergents, not seasonally adjusted
Industry: Soap and other detergent manufacturing
Product: Commercial, industrial, and institutional laundry detergents
Base Date: 200706

Download: [xls](#) [xlsx](#)

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2013	131.2	131.3	131.3	131.4	131.6	131.6	131.6	131.6	133.3	133.3	133.3	133.3
2014	133.3	133.3	133.5	133.5	133.5	133.5	133.5	133.5	133.5	134.7	134.8	134.6
2015	134.6	134.7	134.7	135.1	135.1	135.1	135.1	135.1	135.1	135.1	135.2	136.4
2016	136.4	136.4	136.4	136.4	136.4	136.4	136.4	136.4	138.7	138.7	138.7	141.3
2017	141.2	141.2	141.2	141.2	141.2	141.2	141.2	141.2	141.2	141.2	141.2	142.8
2018	143.0	143.0	143.0	143.0	143.0	143.4	143.4	143.4	143.4	143.2	143.2	143.2
2019	143.2	143.2	143.3	144.1	144.1	146.6	146.6	147.0	147.0	147.0	147.0	148.0
2020	148.0	148.0	147.8	148.3	148.3	148.4	148.4	148.4	148.4	148.4	148.4	148.4
2021	148.4	148.4	148.4	150.3	152.4	152.5	153.017	153.035	153.040	153.995	156.963	156.969
2022	157.063	157.372	164.091	164.986	165.794	169.262	169.444	169.993	169.993	170.896	170.896	170.896
2023	171.989	171.989	180.598	180.598	180.598	180.598	180.598	180.598	180.598(P)	180.598(P)	180.598(P)	180.598(P)

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