



Hygiene + Healthcare Products

20th May 2019

Notification of a 3% price increase from the 1st July 2019

Dear Customer

Since the beginning of this year Western Hygiene Supplies has been inundated with price increases from our manufacturing partners so we have been in negotiations with them up until now.

Our manufacturers say the price pressure is due to increases in raw materials, production costs, fuel and BREXIT. Some chemicals have increased by as much as 9.8%, Tork products are increasing x 6% from the 1st July while products like gloves and disposables have increased x 5%.

This price pressure has been relentless and we have undertaken cost cutting initiatives throughout our company and have forward purchased products where possible. We will continue to do everything possible but at this point have no option open to us other than implement a 3% increase to the market on all our products from the 1st July 2019.

We realise and know only too well that this is not what any business wants or needs at any time but Western Hygiene are a wheels to market distributor so we are vulnerable to manufacturers strategy on pricing and we have done everything possible to keep these increases to a minimum for you our customer and we kindly ask for your understanding and your continued support in this matter.

For transparency we have posted every manufacturer price increase letter or notice on our website www.westernhygiene.ie | News and if you have any queries and wish to discuss this further I kindly ask you to speak to our company representative please.

Warmest regards

A handwritten signature in black ink that reads "Kevin Collins". The signature is written in a cursive style and is positioned above a horizontal line.

Kevin Collins