

Kevin Collins
Western Hygiene Supplies Ltd
Cummer Curry
Tuam
Galway

31st May 2016

Subject: 2016 List Price Increase

We write to advise you that there will be a list price increase on a selected range of Diversey Care products of 2.5%, taking effect from 1st July 2016. The following brands / products are excluded from the list price increase:

- TASKI Floor Care Machines and spares
- Cleaning Tools and trolleys
- Unilever and SC Johnson consumer brands.
- Our heritage brands (Bryta, Endbac, Bactosol, Horizon, Sprint, Aggressor, Titan, Shield, Carefree, Enhance, Bourne)
- The SURE range

For the detailed increases by product, a price file will be sent to you under separate cover.

Some of the key factors which are impacting our costs are:

- Regulatory pressures and costs:

The changes in the regulations affecting our industry continue to have major impacts on complexity and cost in bringing products to market (BPR, Biocidal Product Regulation and CLP, Classification, Labelling and Packaging).

- Challenging Freight and Delivery Costs

Driver regulations, transport taxes,

- Chemical industry pressures and upward trends

Total European capacity has declined.

Force majeure issues in petrochemicals, resulting in material shortages and competition for raw materials. Europe does not have sources of cheap feedstock as other regions do (US has cheap shale gas and good oil supply, Middle-East has oil and natural gas, Far-East has coal based chemistry)

Please be assured that we remain committed to delivering superior cleaning and hygiene products that are regulatory compliant. We will continue to invest in innovation that brings sustainability, cost effectiveness and hygiene performance to our customers.

We will continue to work with our partner distributors to support the effective price management of our shared contract customers, collaborating and communicating accordingly.

If you have any questions, please do not hesitate to contact your Diversey Care Account Manager or Maria Buckley, Channel Manager for Ireland.

Yours sincerely,

Calum Meadows
Diversey
Country Director UKI