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**Date:** October 1, 2018

**To:** Authorized GOJO U.S. Distributors

**Subject:** **Price Increase Effective November 1, 2018**

GOJO will be implementing a price increase for specific products on November 1, 2018. The weighted average for this increase is 5.67%.

GOJO is committed to cost containment and continues to focus on supplier, raw material and operational efficiencies. While our efforts around cost management have been successful in absorbing a significant portion of these costs, we find it necessary to pass along this price increase.

Attached is the updated price list, in both Excel (for uploading purposes), and a print-ready PDF format.

In an effort to meet all customers' needs we ask that you place your orders consistent with historical patterns. GOJO reserves the right to limit orders of individual products.

Thank you for your continued support of GOJO products and Total Solutions.

Stay well,

A handwritten signature in black ink, appearing to read "Steve Schultz". The signature is fluid and cursive, with a long horizontal stroke extending to the right.

Steve Schultz  
North American Business President and COO  
GOJO Industries, Inc.