



Date: March 17, 2020
To: Diversey Distributors and End User Customers
Subject: Product Cost Surcharge, Order Date effective March 18, 2020

Diversey has been, and always will be, a pioneer and facilitator for life. We constantly deliver revolutionary cleaning and hygiene technologies that provide total confidence to professionals across all of our global sectors.

The rapid spread of COVID-19 continues to be a threat to the health and wellbeing of people around the globe. During this time of unprecedented demand, Diversey is taking every step necessary to provide Infection Prevention products to protect and care for people every day.

In response to the unprecedented need, Diversey has taken the following actions to promptly increase the supply of our most critical infection prevention products.

- Additional manufacturing shifts to increase production
- Overtime and double-time wages for manufacturing and warehouse employees
- Expediting raw materials to manufacturing facilities to reduce transit time

As a result of the extraordinary effort to immediately expand production, Diversey has experienced a significant increase in cost on the infection prevention product line. In an effort to accurately reflect the impact of the overall cost increases, Diversey will implement a temporary 6% Product Cost Surcharge applied only to specific infection prevention products (identified below) order date effective March 18, 2020. This immediate action is required to recover the added cost impact of providing essential infection prevention products to reduce the spread of COVID-19.

While the temporary Product Cost Surcharge is in place, please submit the infection prevention products (identified below) on one purchase order, then place all other products on a second purchase order. Diversey will use the combined weight of the two PO's to determine weight break pricing. If the total weight of the combined orders are within the range of full truck load weight, Diversey will ship the two PO's together. If the two PO's exceed the maximum full truck load weight, Diversey will transport two shipments without any additional cost to our distributors or end user customers. Diversey will not charge a multiple PO or Ship-with fee on these orders.

The temporary 6% Product Cost Surcharge will appear on the bottom of the invoice as a line item charge applied only to the specific infection prevention products (identified below). Once the extraordinary demand has ceased and normal production resumes, the temporary surcharge will be discontinued.

Working together we can do our best to ensure infection prevention products are available to all in need to combat this historic pandemic.

Feel free to reach out with any questions or concerns, as we all do our best to provide the best possible service in this time of unprecedented demand.

Paul R. Budsworth
President, North America

US Infection Prevention Product List - Assigned 6% Product Cost Surcharge

SKU_Code	DESCRIPTION
CBD540533	ALL PURPOSE VIREX DISINFECTANT CLEANER 8X32OZ SPR BTL
100895790	AVERT SPORICIDAL DISINFECTANT CLEANER WIPES (6"X7") 12X160 CT (US)
100895931	AVERT SPORICIDAL DISINFECTANT CLEANER WIPES 4X160EA US
100850916	OXIVIR 1 RTU 12X32OZ (US)
100850923	OXIVIR 1 WIPES 12X160EA (US)
100962573	OXIVIR 1 WIPES 12X60EA (US) 10X10
100850922	OXIVIR 1 WIPES 12X60EA (US) 7X8
100850924	OXIVIR 1 WIPES 4X160EA (US)
100850925	OXIVIR 1 WIPES 4X160EA REFILL PACK (US)
4963357	OXIVIR FIVE 16 CONCENTRATE ONE STEP DISINFECTANT CLEANER 2X1.5L
4963331	OXIVIR FIVE 16 CONCENTRATE ONE STEP DISINFECTANT CLEANER 2X2.5L
4277285	OXIVIR TB GENERAL VIRUCIDE, BACTERICIDE, TUBERCULOCIDE, FUNGICIDE,SANITIZER (U.S) 12X32OZ
4599516	Oxivir TB Wipes 12X160ea (US) 6X7"
5388471	OXIVIR TB WIPES 12X60 EA (US) 7X8"
5627427	OXIVIR TB WIPES 4X160 EA (US) 11X12"
100823906	OXIVIR TB WIPES REFILL PACK 4x160 EA (US) 11X12"
04329.	VIREX II 256 ONE-STEP DISINFECTANT CLEANER AND DEODORANT 2X2.5L