



From the Desk of John Swigart

March 25, 2021

To: Our Distributor Partners

Over the past several months, pricing on raw materials, containers, closures, corrugate, and promotional items have increased and in some cases pricing on raw materials have reached unprecedented levels. These pricing pressures have been compounded by the winter storm that hit Texas, shutting down the refineries and crippling the supply chain for all petroleum-derived products.

Unfortunately, because of the extent of the disruption in Texas, pricing pressure has forced us to a point where we have to add a temporary surcharge of 10% on the list of [attached products](#). This surcharge will go into effect immediately. By applying a temporary surcharge, we can be more reactive to market conditions. We will continue to closely monitor this situation and will adjust surcharges again as the market dictates; doing everything we can to eliminate the surcharge as soon as possible.

We are also notifying you that on June 1, 2021, we will implement a price increase across Spartan products. The amount of the increase will vary by product. The weighted average increase across all products totals 4.9%. We will send additional details about the price increase to you via Sparta-gram; please watch your inbox for that important notice.

This advance notice will allow you to update your pricing data and plan your bids/contracts appropriately. I would also like to take this opportunity to offer personal regards to you and your families; we value your partnership and thank you for your enduring support through these uncommon times. It is because of partners like you that we have been able to operate successfully for the past 65 years. I look forward to seeing you all in person soon, at your place of business, the ISSA show, or wherever that may be. Thank you for your continued support, and I assure you that everyone at Spartan looks forward to each and every opportunity to be of service.

Kind Regards,

John W. Swigart
President
Spartan Chemical Company