

Karen Cornelius

From: The Bullard Team <e-newsletter@bullard.com>
Sent: Thursday, November 10, 2022 10:15 AM
To: Karen Cornelius
Subject: Your 2023 Pricing Notification 🛎

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November 2022

Dear Valued Partner,

We have faced numerous cost increases throughout 2022 because of the continued global instability of labor, logistics, energy, and raw materials. These shortages and increased costs within our supply chain are not only affecting our customers but pose difficulties for businesses worldwide.

We have worked hard this year to absorb cost increases and minimize global

price adjustments mid-year. While our efforts have been effective, we're still experiencing rising costs. **Effective January 2, 2023**, there will be a price adjustment on average between 2 – 10% on most Bullard products. Links to these 2023 pricing files will be available on the [Bullard Distributor Portal](#) and delivered to your inbox December 5, 2022.

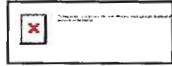
These adjustments will allow Bullard to continue to provide our mutual customers with the quality and performance they expect and deserve from an American manufacturer while maintaining transparency, over-communicating where possible, and driving efficiency to meet delivery expectations.

Note: To receive 2022 pricing, orders must be received by Bullard Customer Service by close of business Wednesday, December 21, 2022.

Make sure you review the **2023 Distributor Terms & Conditions**. Stay up-to-date on this information by viewing them [here](#) or on the Bullard Distributor Portal.

Bullard greatly appreciates your partnership, continued business, and support. If you have any further questions regarding this year-end pricing update, please do not hesitate to contact your [Bullard Regional Sales Manager](#).

Stay Safe,



Stephen Bird
Director of Marketing

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You're receiving this email because you are identified as a Bullard Distributor. We provide product updates, marketing information, and business materials to our Distributors.

Our mailing address is:

Bullard Americas
1898 Safety Way
Cynthiana, KY 41031-9303

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Karen Cornelius

From: Deanna Almon
Sent: Thursday, November 3, 2022 10:20 AM
To: Karen Cornelius
Subject: FW: MCR New Pricing effective July 1, 2021

Deanna Almon / Customer Care Representative, Safety Products Inc
O. 863-665-3601 x 675
Teamwork | Respect | Integrity | Quality | Leadership

From: Andrea Paxton <Apaxton@spisafety.com>
Sent: Tuesday, June 1, 2021 3:10 PM
To: Inside Sales <inside.sales@spisafety.com>
Subject: MCR New Pricing effective July 1, 2021



New Pricing Effective July 1, 2021



June 1, 2021

New Pricing Effective July 1, 2021

Dear Customers,

Thank you for choosing MCR Safety as your source for Personal Protective Equipment (PPE). This letter provides information on the upcoming price adjustments effective July 1st, 2021. These adjustments center around rising transportation and logistics costs, raw material price increases, and supply shortages. Please note there are several categories of products whereby the pricing remains unchanged. Additionally, there are numerous cost decreases, which are being passed to the market. The pricing adjustment overview is provided below.

<http://files.mcrcsafety.com/email/pricing/Gloves0720032101.xls>
<http://files.mcrcsafety.com/email/pricing/Garments0720042101.xls>

May 2021 Product Listing

Transportation Increases

In general, MCR Safety, along with the market, continues to experience significant transportation cost increases. These additional costs are included in all materials being imported from Asia. Container volumes in the Asia-U.S. trans-Pacific trade have far exceeded their capacities. There continues to be massive port congestion in the ports of Los Angeles and Long Beach. Fleets are fully deployed and stretched beyond capacity. Schedule reliability is very difficult currently.

Leather Increases

- Leather pricing remains unchanged

Eyewear Increases

- Eyewear pricing remains unchanged

FR Garments Increases

- FR Garment pricing remains unchanged

Mexico Textiles

These price adjustments are a direct reflection of the cost of raw materials:

- High-Performance ARX/Aramid product prices increased an average of 6.5%
- High-Performance Kevlar product prices rose an average of 0.7%
- String Dotted product prices rose an average of 13.7%
- String Knits product prices rose an average of 2.6%
- String Terry cloth product prices rose an average of 4.9

International Textiles

Overall, our International Textile Line experienced a ~5.8% increase across the line with specific category increases of note shown below:

- Brown Jersey - 5.8%
- 8oz Cotton Canvas - 5.0%
- 10oz Cotton Canvas - 7.3%
- 12oz Cotton Canvas - 8.9%
- Chore - 8.4%
- Dotted Cotton Canvas - 2.9%
- Double Palm - 3.7%
- Hot Mill - 8.4%
- Nitrile Palm - 6.2%

Mechanic Gloves

Overall, the MCR Safety pricing for our Mechanic line of gloves is stable. However, DSM Dyneema raw material increased, resulting in a 4.0% average increase in our 3611DT and MC503 gloves.

Unsupported/Supported Increases

These price adjustments are a direct reflection of the cost of raw materials:

- PVC finished goods pricing is increasing ~10% due to raw material price increases.
- Nitrile gloves pricing has decreased an average of -2.0%.
- Latex gloves pricing increased ~5.6%
- Neoprene gloves increased ~1.0%

Coated Strings Increases

Overall, our coated strings prices increased an average of ~2.0%.

- Low-Grade Nitrile raw material continued to increase during the second quarter. We received price increases of up to 7.0% during this period. However, Nitrile raw material pricing is starting to stabilize, and we expect a slow decline in the coming months. Due to this anticipated reduction, we absorbed almost all these recent price increases with only a 1% increase.
- Our PU coated string gloves pricing increased an average of 3.0% due to raw material price increases.
- Latex Coated string gloves pricing increased an average of 3.0% due to raw material price increases.

Garments Increases

MCR Safety garments prices have increased an average of 6.1% across the entire line due to raw material price increases.

- **Rainwear / Boots** -Rainwear and PVC boot prices will be increasing by 7.0%. These increases are due to raw materials, labor costs, and transportation prices growing dramatically in 2021.
- **Hi-Vis** -Only two styles experienced price increases of ~14.3%.

If you have any specific questions or concerns, please contact your MCR Safety Sales Manager. We appreciate your continued partnership and support!

Sincerely,
 Matt Sisco
 Vice President of Sales

MCR Safety | [Website](#)

MCR Safety | 1255 Schilling Blvd. West, Collierville, TN 38017

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Sent by bshirley@mcrsafety.com powered by





Justrite
Safety Group
Start with the Essential.

June 11, 2021

Force Majeure Price Increase & Freight Allowance Announcement

Dear Valued Distributor,

Last month we sent a notification to inform you that, despite efforts to push back on freight carriers and suppliers over the past several months, Justrite Safety Group has been absorbing ongoing increases at a rate that will require a second mid-cycle price increase to be effective Monday, July 12, 2021.

In February, when we announced our first price increase that went into effect in late April, JSG absorbed most of the increase in anticipation of a short-term inflationary environment. As an example, Cold Roll Steel increased ~22% while safety cabinet pricing increased ~4.1%. Unfortunately, with this adjustment, we will need to align more closely with the material increase.

Please reference the chart below for material and price increases by product category.

Product Category	Material Commodity	2nd Round Cost Increase	2nd Round Price Increase
OVC	Galvanized Steel	23.1%	11.4%
Safety Cabinets	Cold Rolled Steel	23.2%	17.6%
Safety Cans	Galvanized Steel	23.1%	5.3%
Plastic Spill Containment			
Plastic Smokers	Resin	31.0%	14.3%
Non-Metallic Cabinets			
Poly Safety Cans/Containers			
Poly Drums	Resin	30.1%	13.7%
Poly OVC	Resin	31.0%	7.8%
Material Handling - Poly	Resin	31.0%	15.2%
Medium Duty Mats - Black	Resin - Black	25.0%	10.6%
Medium Duty Mats - Clear	Resin - Natural	153.3%	74.7%
Cable Protectors	Resin	9.6%	6.3%
Wheel Chocks	Resin	9.5%	7.1%
Whips	Rubber	27.3%	
Whips	Warning Whistle Circuitry	45.0%	24.0%
Outdoor Lockers	Cold Rolled Steel	28.8%	10.8%
Safety Showers	GFR - Resin, Gel Coat	20.0%	4.0%
	Steel - Stainless & Galv	15.0%	
Food Service Matting	Nitrile Rubber	14.4%	11.5%
Laminate Matting	Resin	6.5%	5.9%
Entrance and Rubber Matting	Vinyl Liquid Compound	3.7%	2.5%
Sponge Matting	DOTP Plasticizer & Resin	15.0%	
	PVC Homopolymer	3.8%	10.8%

*Chart not inclusive of all product categories subject to material and price increases

Justrite Safety Group

• Worker & Workplace Safety
• Environmental Protection





New Price List: Effective December 6th

November 7, 2021

Dear Valued Distributors,

Sustained supply chain issues will make it necessary to increase selling prices on most products effective December 6th. Power outages, raw material increases, and skyrocketing ocean freight costs have created a challenging operating environment and we can no longer absorb these increases completely. We continue to work tirelessly to minimize the impact of these increases by investigating alternative sources of supply and challenging our existing suppliers to control costs. Unfortunately, we must ask our distributors to share some of these increases. The general increases on our major product categories are listed below.

Hi-Vis Garments	5%
Mexico Machine Gloves & Sleeves	5%
Unsupported Nitrile Gloves	6%
Head & Face Protection	7%
Cut Resistant & Coated Machine Knit Gloves	7%-8%
Unsupported Latex Gloves	10%
Leather Gloves	10%
Cotton Gloves	10%
Machine Knit Shells & Dots	10%
Supported Gloves	10%
Boots	10%
Heat Stress Products	10%
Tapes	10%
Rainwear	10%
Eyewear	10%
Machine Knit Shells, Dots & Criss-Cross (Taiwan)	20%

Our new price list includes a condensed disposable glove offering. Slower moving models and those facing production bottlenecks have been temporarily discontinued so we can focus on our core models. We will continuously evaluate and reintroduce models as we move forward. Our experienced sales team continues to look for better ways to provide solutions and service to you and your customers. Thanks for your patience/support and the business you share with us. Please contact your Sales Manager at Cordova Safety Products for assistance in any area at 1.800.458.8763.

Sincerely,
Cordova Safety Products

PHONE: 1.800.458.8763 **WEBSITE:** www.cordovasafety.com
ADDRESS: 4025 Viscount Ave., Memphis, TN 38118

At Dunlop we continue to be encouraged by the global economic recovery. Unfortunately like many manufacturers, Dunlop has continued to experience rising and sustained cost increases in raw materials, energy costs, wages and transportation costs. These costs are considerably greater than was foreseen for 2022. These cost increases require us to increase prices on all Dunlop Boots with +7.5% on Purofort/+5.0% on FoodPRO, +10.0% on PVC and Rainwear with +12.5% effective June 20, 2022 onwards. We recommend you to 'pass on' this price increase to your customers as is reflected in the increased MSRPs. Please find enclosed the updated '2022 pricelists'. Dunlop has invested in securing ongoing supply of raw materials and continuity of manufacturing and distribution of our products. In the current environment all associated costs have increased drastically and most continue to increase further. Dunlop remains committed to absorb significant extra costs, it's not possible to absorb all. **All orders shipping June 20 onwards will include the price increase.**

Additionally Dunlop has made the following changes to terms and Conditions.

- 1) New Minimum order quantity: 1 case - Effective 4/27/22
- 2) New Minimum order value: \$500 – Effective 5/16/22
- 3) New Drop Ship policy: orders not meeting the above minimums will not be accepted.

We thank you for your loyalty, our ongoing business and we look forward to successfully partner through these tumultuous times together.

Kind regards,
Barbara Sheckells
Customer Service Specialist



Dunlop Protective Footwear B.V.
Boeierstraat 12
8102 HS Raalte, The Netherlands
T +31 572 341 500
F +31 572 362 206
E info@dunlopboots.com

Planeta Plasticos SA
Alto do Vieiro, Apartado 2957
2401-902 Leiria Portugal
T +351 244 830 400
F +351 244 830 401
E planeta@dunlopboots.com

Dunlop Protective Footwear USA
1850 Clark Road
Havre de Grace, MD 21078, USA
T +1 410-272-2000/Toll Free 1-800-365-2282
F +1 410-272-3346/Toll Free 1-800-304-2282
E info-usa@dunlopboots.com

Dunlop® Protective Footwear is a brand name of Dunlop Protective Footwear B.V., which is a company registered in The Netherlands. Registered office: Boeierstraat 12, 8102 HS Raalte, The Netherlands.

Sent on: Friday, December 10, 2021 4:02:02 PM
To: Shannon Kearns <SKearns@spisafety.com>
Subject: Honeywell HPPE Inflation Surcharge Update

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December 10, 2021

Honeywell PPE Logistics / Inflation Surcharge Update

Dear Distribution Partner,

In mid-November we announced a 5.8% logistics and inflation surcharge to address the rapidly changing supply chain ecosystem, including increases in the cost of raw materials, labor and freight. As we communicated then, our aim was to evaluate the situation frequently and adjust policies rapidly to both best serve our customers and react to any market fluctuations.

As such, and in response to your feedback that implementation of a stand-alone inflation line item has been challenging, we will be eliminating the surcharge effective January 1, 2022. That said, we now project a long-term and sustained change in our overall raw material and freight cost structure, and will be modifying our previously communicated 2022 list price increases. In all situations where a price change is occurring, however, it is less than the surcharge amount.

Additional 2022 List Price Increases (updated SKU specific list prices will be communicated on our partner portal early next week)

Fall Protection – 1.8%
Clothing – 3.5%
Head, Eye and Face – 2.0%
Hearing – 3.0%
Gloves – Not Previously Included in '22 updates; full SKU list update to be posted on partner portal
First Aid – 3.0%
Respiratory – 2.5%
Retail – 3.9%

For clarity, any orders that are placed before January 1, 2022 or orders which are currently in a backlog status will still be subject to the 5.8% surcharge. For orders placed on or after January 1, 2022, the new list pricing will apply, and surcharges will be eliminated.

We will continue to monitor the situation closely and will endeavor to make any adjustments going forward on a timely basis. We will provide you with as much notice and rationale as possible for any of these critical decisions. Thank you again for your continued partnership as we jointly work through these challenging times, and please feel free to reach out directly to me or your sales partner to discuss any questions you may have.

Best Regards,

William Lange
Chief Commercial Officer

[Honeywell Safety on Twitter](#)

[Honeywell Safety on Facebook](#)

[Honeywell Safety on LinkedIn](#)

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April 20th, 2022

To Our Valued Customers,

As leaders in our industry, we remain committed to providing the highest quality products, unequalled service, continual innovation, world-class marketing, and consistent consumer value. We believe that these are the key drivers of long-term profitable category growth. Balanced and sustainable marketplace pricing actions are a key enabler of these essential investments. To that end, we consider many different factors when evaluating pricing decisions—including macro trends such as current uncertain economic conditions, category dynamics, commodity prices which are intensified due to supply constraints, labor costs and strategic investments. No single factor determines pricing actions.

This letter is to inform you that we will be taking high single to double digit pricing across our Total Gatorade & Propel hydration liquid and powder businesses, starting June 20th, 2022. This reflects marketplace dynamics created by the categories we serve, unprecedented capacity constraints, and associated cost inflation. Increases will vary by specific product/pack size, and your account representative will provide further details. We recognize that price increases can be challenging for our customers, so we wanted to let you know of our intentions with ample lead-time.

We view our customers as critical partners, and these thoughtful and measured actions will enable us to continue our investments in growing your business through outstanding consumer engagement, unmatched products and service, and exciting brand and packaging innovations. We believe this balanced approach will drive overall category health and ensure sustainable volume, value, and revenue growth.

As always, thank you in advance for your continued support.

For all questions, please contact your account manager directly.

Sincerely,

A handwritten signature in black ink, reading 'Tameka McBride'.

Tameka McBride
Vice President, Sales Planning
Gatorade Performance Portfolio



Dunlop Protective Footwear USA
1850 Clark Road
Havre de Grace, MD 21078
USA
+1 (410) 272-2000

May 1, 2021

Dear Valued Distributor;

Due to the continued acceleration of global raw material costs, Dunlop is forced to implement a general price increase in 2021 of 5% for all products from July 1st 2021 onwards.

The global economy, our industry sector and also Dunlop are confronted with the effects of the disruption in demand and the global supply chain due to COVID. This results in significantly higher than anticipated price increases for the raw materials we use to produce the best safety boots a PRO can get. While Dunlop remains committed to absorb the vast majority of these increased costs, this is a 'force majeure' situation which forces us to take action.

We recommend that you pass on this price increase to your customers as the increase will be reflected in our revised MSRPs. The 2021 price list will be available on or about May 15, 2021.

Dunlop cannot preclude further price increases should this situation further deteriorate. We thank you for your loyalty, our ongoing business and we look forward to successfully navigating through this disruption together.

Best regards, on behalf of Dunlop® Protective Footwear.

A handwritten signature in blue ink, appearing to read 'Keith Mauck', written in a cursive style.

Keith Mauck
EVP Sales



April 28, 2021

To Our Valued Customers,

The cost for raw materials has dramatically increased driving up our costs. The input costs for resins, steel, wood, corrugate, packaging materials, labor and transportation costs have significantly driven up our manufacturing and distribution costs.

Notwithstanding our rigorous productivity programs, we are forced to pass through these inflationary costs while maintaining our high standards of quality and service. Effective July 1, 2021 we are implementing on average a 5.5% price increase.

Although some costs appear transitory others are likely more structural. We have considered these dynamics in determining this increase and have passed through only a portion of our total cost increase.

We remain grateful to our customers for their business and trust and look forward to providing another year of industry leading innovation.

Your Acme United representative will contact you shortly with an updated price list for orders beginning July 1, 2021.

Sincerely,
Brian Olschan
President, COO



April 15, 2022

JBC price increase

To whom it may concern:

JBC is raising prices on all cones and type 1, 2 and 3 barricades effective April 15. All other products are unaffected. Your price list is attached with this email.

LOS ANGELES
16750 CHESTNUT ST.
CITY OF INDUSTRY, CA 91748

All current orders in the system will continue to ship at old pricing even if the order ships after April 15th.

The current climate with fuel costs spiraling to heights not seen before are forcing us to adjust our freight policy and our pricing. Our LTL companies are passing along large surcharges and increasing our freight dramatically. We are also still experiencing increases in materials, and labor.

NEW JERSEY
81 KINGSBRIDGE RD.
PISCATAWAY, NJ 08854

Many of our competitors have completely dropped their freight programs or restructured them to limit their freight bill. JBC is keeping our free freight program but there are several adjustments we are making.

Please note that free freight after April 15th, 2022 applies to orders over \$6000 and minimum orders are \$500. Delineators, bases, type 1, 2 and 3 barricades and related parts are not part of the free freight program and can't be used to get to the \$6000 free freight amount.

HOUSTON
9330 W. AIRPORT BLVD.
SUITE 170
HOUSTON, TX 77031

JBC has improved our inventory levels, with over 60% more containers shipping this year versus last year. We can and will do better to reduce lead times.

We ask for patience as we try to turn things around and provide the great service we have in the past. Please contact me directly with any questions you might have at 314 – 255 - 8501

Sincerely:

Gerry Appelbaum

VP sales JBC

PLEASE VISIT OUR WEBSITE AT WWW.JBCSAFETY.COM
FOR MORE INFORMATION PLEASE CONTACT CUSTOMER SERVICE BY:

EMAIL: ORDERS@JBCSAFETY.COM

OR

TELEPHONE: 866-PICK-JBC



Sept 1, 2021

JBC price increase

To whom it may concern:

JBC is raising prices 10% Sept 1, 2021. I am being asked what my expectations are for the rest of the year and next year. My answer is "I don't know what to expect"! We are being bombarded by cost increases unseen by JBC in our 20+ year existence. It is very possible that we will have additional increases in 2021 and certainly in 2022. Below is a detailed explanation of what we are going through.

1. Our main product is cones. They are comprised of Resins, and PVC materials. We have seen PVC prices escalate over 32% in 2021 versus the same period in 2020. In addition, availability is at an all time low.

2. Container costs from Taiwan have gone up from approximately \$3500 per container in December 2020 to over \$15,000 per container as of July 2021. This increases our cost of goods per unit from around 50 cents to \$2.5.

3. Labor shortages: We are short staffed, and are fighting to get people back to work during the COVID pandemic. Continued governmental assistance and competition for those employees has driven up costs for Labor by over \$30% in our three warehouses. With a shortage of employees and no one to hire, we are experiencing long delays in our warehouses, especially our NJ facility.

4. Freight: Trucking companies are short staffed. New tougher restrictions in CA and other areas, are also affecting freight costs. This has caused freight costs to rise by 30 to 70% depending on the type of freight (LTL, Truckload, UPS). Because of staffing issues, we are often left with orders on the dock not picked up which is affecting our delivery and customer service performance.

5. 3M sheeting: We have just received a 9.4% increase from 3M on reflective tape or collars. This increase was done last week.

Traditionally, our prices have held for 3+ years on average with no price increase. Right now, I would tell you that nothing can be held more than 30 days.

I have tried to be very specific about the issues we are facing to help clarify the situation. I hope this gives everyone reading it a clearer picture what JBC is facing as a company.

PLEASE VISIT OUR WEBSITE AT WWW.JBCSAFETY.COM
FOR MORE INFORMATION PLEASE CONTACT CUSTOMER SERVICE BY:

EMAIL: ORDERS@JBCSAFETY.COM

OR

TELEPHONE: 866-PICK-JBC

LOS ANGELES
16750 CHESTNUT ST.
CITY OF INDUSTRY, CA 91748

NEW JERSEY
81 KINGSBRIDGE RD.
PISCATAWAY, NJ 08854

HOUSTON
9330 W. AIRPORT BLVD.
SUITE 170
HOUSTON, TX 77031



working together

April 9, 2021

PRICE INCREASE

LOS ANGELES
16750 CHESTNUT ST.
CITY OF INDUSTRY, CA
91748

NEW JERSEY
81 KINGSBRIDGE RD.
PISCATAWAY, NJ 08854

HOUSTON
9330 W. AIRPORT BLVD.
SUITE 170
HOUSTON, TX 77031

Dear Valued Customer:

Due to increased costs, we are implementing a 5% price increase on all our products beginning May 1th. This is our first pricing change since 2017, and we held off as long as we can.

We are thankful for our loyal customers and are trying our best to continue to provide great products and a high level of service.

Below are the bullet points of what to expect:

- PVC costs are skyrocketing and at all time highs, container costs are double to triple our normal costs, LTL and truckload freight rates have increased with supply and demand issues, and our labor costs have risen considerably.
- Due to the volatility of the situation (PVC prices are at record highs, containers are at record highs), there may be additional steps taken in the next few months.
- Any orders placed between now and May 1th for immediate delivery will be honored at current pricing.

Sincerely;

Gerry Appelbaum

VP sales JBC

Chinevere, Shari

From: Karen Cornelius <kcornelius@spisafety.com>
Sent: Wednesday, February 15, 2023 4:07 PM
To: Chinevere, Shari
Subject: FW: price increase
Attachments: 2023-02-15_160020.pdf

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Thank you,
Karen

Karen Cornelius
Customer Care Team Specialist, Team Lead Safety Products, Inc.
O: 800-336-6860 F: 888-700-7233

-----Original Message-----

From: scornelius3@tampabay.rr.com <scornelius3@tampabay.rr.com>
Sent: Wednesday, February 15, 2023 4:03 PM
To: Karen Cornelius <kcornelius@spisafety.com>
Subject: price increase

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