

## DIMACHEMINC.COM | 519 969 5570 3258 Marentette Ave, Windsor, ON N8X 4G4



## Notice of Imediate Price increase on all Bleach (Sodium Hypochlorite) based/containing products

February 1, 2023

We appreciate your business and continue to strive to provide you with the best service and products possible. We do as much purchasing forward forecasting and hedging as we can and still sometimes we are surprised by the commodity markets. We received today a massive increase in Sodium Hypochlorite costs. We buy this in bulk from long term suppliers and all the costing has gone up dramatically. I have attached a couple of supplier notices to this letter for your information and reference.

Unfortunately prices on bleach based products (6% BLEACH, CHLORINE SANI 12, FRESHKLEEN BLEACH - 12, DAIRY ALKALI RE-SHINE, PM FOAMING CLEANER & , CHLORINE SANI IT to name a few) must be increased immediately to avoid us selling well below cost.

We sincerely regret the impact this will have on you and your business and our relationship. If you have any questions please feel free to get in touch and I will be pleased to share with you more details.

Andrew Conway, VP

Attachments: Price increase letters from two large long term suppliers of Sodium Hypochlorite.

Montreal, November 22<sup>nd</sup>, 2022

Subject: Price increase notice as of January 1st, 2023 - Sodium Hypochlorite

Dear customers,

At this point, Sodium Hypochlorite market continue to experience massive cost increase impacting key raw materials used in our bleach products. Energy and workforce cost have also elevated to record levels.

We have taken extensive effort to offset and minimise these cost impacts. However, it is no longer possible for us to absorb the rising costs. The main contributing factors of this cost increase are raw material such as Caustic & Chlorine, freight, Chloralkali market order management control, declaration of "Force majeur", . (See Appendix for more infos)

As a result, we must increase our invoice prices on "Sodium Hypochlorite 12%". This increase will be effective for all delivery as of January 1<sup>st</sup>, 2023.

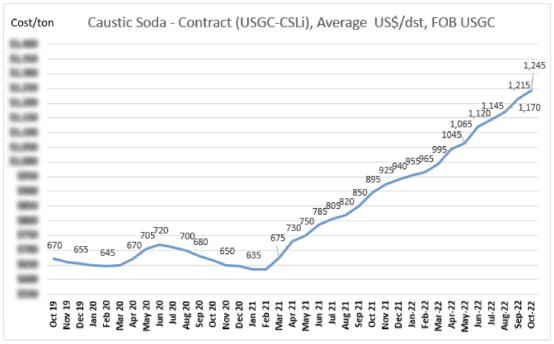
has a strong supply and good inventory to ensure production of your Sodium Hypochlorite requirements throughout the 2023 calendar year.

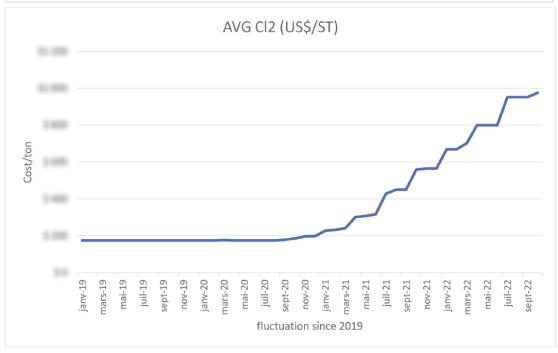
We value your business and are committed to delivering the highest quality, service and value to you and your customers. This effort will help us continue to deliver on these commitments.

Sincerely,

Sebastien Parent National sales director Réjean Raby General Manager

## Appendix (INDEX impacting our bleach product cost)





June 15, 2022

RE: Force Majeure Notice for Chlorine and Caustic Soda

Dear Customer,

Effective immediately, are declaring a systemwide force majeure condition for chlorine and all grades of caustic soda.

chlor-alkali production has been directly and adversely impacted due to the sudden and unanticipated failures of critical processing equipment. These equipment failures have disrupted the manufacturing process thereby resulting in limited availability of chlorine and caustic to our customers.

At this time, we cannot predict the duration of this force majeure event. The effect of this force majeure situation will cause supply disruptions and limit our ability to meet anticipated product demand. While this force majeure event declaration is required at this time, is continuing to work to lessen the impact on our customers.

sales professionals will be in contact with you to discuss the impact of this force majeure. We sincerely regret any inconvenience this causes your company and our need to inform you of this situation. We greatly appreciate your company's patience, understanding and support in working with us through this difficult time. We are committed to keeping you informed as our current situation develops and to restoring our supply position as quickly as possible.

If you have any questions regarding this force majeure event condition, please contact your sales professional. As always, values your business.

Sincerely,

Noel Irizarry

VP, Chlor-Alkali and Derivatives

Cc: David Kokowsky
Casev Madere

Paul Kowalski

File



April 20, 2022

Re: Notice of Force Majeure

## Dear Customer:

Due to circumstances beyond our reasonable control, for and on behalf of itself and its subsidiaries (collectively, ), hereby notifies you that is declaring force majeure. This force majeure declaration applies system-wide for the following products: caustic soda (membrane and diaphragm grades), chlorine, bleach, hydrochloric acid, ethylene dichloride, methylene chloride, chloroform and perchloroethylene. This force majeure declaration also includes hydrogen produced at our Plaquemine, LA facility.

is experiencing ongoing disruptions across our system, including significant, unplanned production and power outages at our facilities in Plaquemine, Louisiana and Freeport, Texas. is working diligently to minimize the impact of these events and restore normal operations as quickly and safely as possible. The duration of these interruptions is uncertain at this time.

Your account manager will be in touch with you as soon as possible to discuss how this event may affect your orders. We regret this unforeseen situation and thank you for your continued business relationship.

Sincerely,

Rene Whigham Vice President,

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