



Zip-Chem Products

400 Jarvis Drive, Morgan Hill, CA 95037
(408) 782-2335 Fax (408) 782-6304
www.zipchem.com

MEMORANDUM

Date: March 18, 2021
To: Authorized Distributors
From: Chuck Pottier, President
Subject: Zip-Chem Products Aviation Price List

Please be advised, you will be receiving an updated Distributor and Suggested List Price Sheet that will be effective April 19, 2021. We encourage you to place stock orders prior to April 19, 2021 to secure current pricing and ship dates by May 15, 2021.

During this unprecedented year, we have seen significant cost increases in our raw materials and packaging. The adjusted pricing reflects several months of product analysis, supplier stability review, raw material quality, environmental regulations, and related production and fuel related transportation costs. This pricing will exhibit 6 to 7% increase on average, with some products having a zero % change with a few isolated products at the 30%+ range due to increased container costs. We believe you will find the core of our products that comprise the majority of your purchases and sales will be very manageable.

We will also be placing some products on a made to order basis with a minimum run requirement, and we will be suggesting some product consolidation suggestions in an effort to trim the scope of our stocked product offering without deleting application potentials. We are hopeful that raw material and container supply costs and availability will stabilize in the coming year.

Thank you for your continued loyalty and efforts and we greatly appreciate the relationships that we share.

Please do not hesitate to contact us to clarify any pricing issues as they relate to the price sheet, your customers and your business.

Sincerely,

C. Pottier

Chuck Pottier
President

Matt Webb
General Manager