



GOJO Industries, Inc.
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Date: June 1st, 2025

To: Authorized GOJO Distributors

Subject: **Price Increase – Effective August 1st, 2025**

The ongoing shifts in the international trade landscape are affecting our global supply chain network. We are committed to mitigating as much of the cost increases as possible and increasing the long-term stability of the overall network for our partners. In response, our teams have quickly accelerated the move of production to countries less impacted by trade regulations. In addition, we have also made significant investments to onshore the majority of our supply chain to our three Ohio-based manufacturing and distribution facilities.

Despite these extensive efforts, we cannot fully offset the impacts of rising component costs, labor expenses, and evolving trade regulations. Effective August 1st, 2025, we will apply a 5.5% price increase across all platforms to partially offset the costs that GOJO has already and will continue to absorb.

The communication timeline is:

- Communication to Channel Partners: 6/1/25
- Into Stock Pricing Detail: 8/1/2025
- Agreement Pricing Detail: 9/1/2025

GOJO's price increase is on the following:

- List Pricing for GOJO channel partners will take an increase on 8/1/25. This includes price lists and price advisories.
- Pricing on the Dispenser Support Program will increase \$2.50 in the US and \$3.00 in Canada per dispenser for all touch-free platforms.
- All end-user pricing agreements identified as until further notice (UFN) will take an increase on 9/1/25.

We appreciate your partnership and continued support as we all navigate these market dynamics.

If you have any additional questions, please contact your GOJO representative or GOJO Customer Service at 1.800.321.9647.

Stay well,

Jessica McCoy
Chief Marketing & Commercial Operations Officer
GOJO Industries, Inc.