

FH BONN

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November 1, 2008

TO: Our Valued Customers
FROM: Your Friends at F.H. Bonn
SUBJECT: Price Increase

From 1996 to 2007, F.H. Bonn managed to get by with one price increase. Now, less than a year and a half later, we find that we must have one again. Before the ink was dry on the last comprehensive price list, numerous list prices were obsolete. We now find ourselves no longer able to absorb the increases that we have received from our Vendors. Hence, this announcement.

Effective December 1, 2008, all F.H. Bonn products, with the exception of Hotline Dry Cleaning Pads and Flat Work Ironer products, will be subject to a 9% price increase.

The pricing of the Hotline Dry Cleaning Press Pads will not change.

The Flat Work Ironer products have been reviewed on an individual basis, resulting in varying price changes due to widely fluctuating raw material costs.

Now, for the good news. Many new presses have been introduced since the last CLEAN show in 2007. The introduction of this new equipment has made our latest catalog, numerous years in the making, obsolete. As a result, a decision has been made to come out with a new catalog shortly after the first of the year. This catalog will include the very latest in equipment, domestic as well as foreign.

We are working feverishly to come up with some kind of comprehensive price list prior to the distribution of the new catalog. Hopefully, these prices will be in your hands prior to the price increase, December 1, 2008. Much depends on our ability to plug the new equipment pricing into our current comprehensive price list format.

We recognize the fact that you have probably been flooded with price increases from the many Vendors you work with. Hopefully, the economy will start heading in a northerly direction, slowing down the need for product price relief. Be assured that we will do everything humanly possible to control costs so that there is no need to come back to you at a later date with more bad news. We appreciate your business, and want to continue providing your customers with a quality product that is competitively priced, a task that is becoming more and more difficult to achieve.

Thank you for your time.