



February 22, 2008

Dear Valued Distributor,

Due to the significant increases in raw materials that HCS experienced in 2007 and continues to experience in 2008 (as highlighted in the 2007 U.S. Producer Price Index attached) HCS will be increasing distributor prices effective April 1, 2008.

As the attached Producer Price Index indicates, both alkali and surfactant costs (the key components of laundry chemistry) have increased over 20% since October 2007. Other cleaning agents have increased as a result of supply shortages. Builders, conditioning agents, and phosphates are being consumed by other industries (such as agriculture) in greater volumes. Thus, upward cost pressures will remain, and there are no signs of relief.

Effective with shipments April 1, our distributor prices will be increasing 6%.

We understand and appreciate our distributors concerns regarding the impact the increase may have on their operations. With that in mind, we have worked very hard to offset these costs internally through competitive sourcing and more streamlined manufacturing and operations. The increases which are now being passed on to our distributors do not reflect the total increases absorbed by HCS, and will not offset the negative impact rising costs will have on our historical gross margins.

Thanks again for your continued support, and on behalf of the entire HCS Team, we look forward to a successful partnership in 2008. If you should have any questions or concerns regarding this matter, please feel free to contact me.

Best Regards,

Bruce Duron

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HCS Vice President

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