

Ken Farrington

From: Campbell Dodson [cdodson@washingsystems.com]
Sent: Wednesday, May 28, 2008 8:38 PM
To: 'Ken Farrington'
Cc: 'Scott Chapman'
Subject: Housekeeping Products

Ken...

Hope your evening is going well. I am emailing to let you know that I have been informed that due to the significant increases in raw materials that HCS continues to experience in 2008 we will be increasing our housekeeping prices effective June 1, 2008.

Effective with shipments June 1, our housekeeping prices will be increasing 6%. Please see the attached form for all new prices.

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 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.

Regards,
Campbell Dodson

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