



July 5, 2008

Dear Valued Distributor,

Due to the unprecedented increases in raw material costs that HCS continues to experience in 2008, it will be necessary to make amendments to our pricing effective August 1, 2008.

Please review the attached excerpts from articles related to the latest developments in laundry raw material costs in the United States.

These issues are in addition to the run up of raw material costs in the latter part of 2007, published earlier this year. Laundry chemical raw material costs are also heavily impacted by higher energy cost inputs during refinement.

Effective with shipments August 1, our distributor prices will be increasing. Please review your distributor price list for specific detail by item.

Please note that while the specialty chemical market is experiencing unprecedented cost increases, our supply chain remains secure and stable. HCS strategically maintains a very strong international network of raw material suppliers backed by a geographically diverse group of blenders across North America. We have redundancy built into our supply chain both in terms of raw materials and blending to insure uninterrupted and interchangeable flow of product. We are not solely dependent on one company, one product line, or one facility.

Thanks again for your continued support, and on behalf of the entire HCS Team, we look forward to a continued partnership in 2008 and beyond. 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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