
LAB TEST PRODUCTS INC.

Manufacturers Of:
LAB TEST® **THERMAL DRY®** **490 PLUS®**

Re: Price Increase, Effective 10-01-08
Special Handmade Plates
Discount Schedule
Credit Card Payments

August 22, 2008

Dear Lab Test Customers,

As we are all aware, the cost of raw materials, labor, energy, insurance, boxes, freight, and fuel surcharges have increased at an alarming rate. With the exception of our patented Insulating Covers, prices have not increased on our product line since 2005. We take pride in making the highest quality products in the industry and will not cheapen our products by using inferior materials. Unfortunately, due to these facts, as of October 1, 2008, we will have to increase our prices 15% on our product line with the exception of our patented Insulating Covers. The Insulating Covers will have a price increase of 10% due to the ever increasing price of Nomex. Please be aware that there are pads and plates on the market that are cheaper, but they don't compare to the high quality of Lab Test Products.

For the convenience of all of our customers, Lab Test Products is now fully equipped to accept most major credit cards on all payments. Please call us with any questions you may have.

Just A Reminder:

Our discount schedule will be as follows: Orders of 18 units or more will receive maximum discounts of 40%. Any order of lesser units will receive discounts of 30%. All drop shipments will receive a maximum of 30%.

All special handmade plates and one of kinds not in our regular inventory will also have an increase of 15%, due to the amount of labor each one entails. If you have any questions about these plates, please feel free to call us.

As always, I appreciate your understanding regarding this matter and will do everything possible to bring you the highest quality products in the industry at the best prices.

Very Truly Yours,

Lou De Robertis
President



360 Elizabeth Ave.
2nd Floor
Newark, NJ 07112
USA

PHONE (973) 621-6859
FAX (973) 621-6851
E-MAIL info@labtestproducts.com
WEB SITE <http://labtestproducts.com>
