



May 13, 2011

Dear Valued Customer:

Effective Monday, June 6, 2011, Hoffmaster Group Inc., Foodservice Division will increase all stock and custom pricing up to 8% with the exception of the FashnPoint® and Earth Wise® Tree Free™ product offerings. This increase is a result of escalating raw materials, energy and operational costs.

All stock and custom print orders placed by Friday, June 3, 2011, requesting immediate shipment, will be accepted at current prices. Orders placed between now and June 3, 2011 will be limited to normal buying patterns. Contract, custom print and bid prices will increase on this date, subject to the terms of the existing agreements.

Your updated pricing is enclosed with an effective date of June 6, 2011.

Thank you for your continued support of Hoffmaster.

Sincerely,

Michael F. O'Neil  
Vice President of Sales  
Hoffmaster Foodservice Division