



VI·JON®

100 Years

April 27, 2011

Dear Valued Customer,

As experienced by most companies, Vi-Jon's raw materials costs and thus manufacturing costs have risen dramatically. We have taken many steps to mitigate this as much as possible; however, we are finding that without a price increase, we cannot continue to provide you with the quality products and services you expect in our partnership.

We all wish we could avoid an increase in these difficult economic times, but unfortunately, we must pass on a portion of our cost increases.

Vi-Jon will be implementing a price adjustment as outlined on the attached documents. Please implement this new pricing for orders placed on or after **July 1, 2011**.

With our scale and financial health, we are confident that we will continue to be an efficient and reliable vendor for your company. We appreciate your continued support. If you have any questions and or require additional detail please do not hesitate to call me.

Sincerely,

Tammy Stewman

Tammy Stewman
Account Manager

/tbs

***Discounts are available for pallet and truck pricing.**