



*Custodial Supplies and Equipment*

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October 29, 2008

OFFICE OF THE PURCHASING AGENT  
COLLIN COUNTY

To Whom It May Concern:

This is to notify you of a price increase effective October 1, 2008. This price increase is reflective of manufacturer price increases.

Cleancare has enjoyed its relationship with Collin County and looks forward to working with you in the future.

Sincerely,

A handwritten signature in black ink, appearing to read "Jay Baucum", with a long horizontal line extending to the right.

Jay Baucum

October 29, 2008

## Collin County-Custodial Supplies

Baywest

	Current Cost	New Cost
Toilet Tissue #10955 96 Roll 2 Ply	\$31.66	\$34.68
Center Pull Roll Towel #691	\$20.88	\$23.70
Facial Tissue #9706	\$16.88	\$19.35
Kitchen Roll Towel #1018	\$17.97	\$21.66

Hillyard

Fresh & Clean # 5735	\$32.52	\$34.80
Restorer #1777	\$39.72	\$47.60
Super Hil-Aire Citrus #4881	\$32.52	\$34.80

Kutol

Instant Hand Sanitizer #4881	\$30.93	\$33.10
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O'Dell

Mop 32oz #70	\$6.13	\$6.50
Mop Blue #11070	\$4.86	\$5.20
Mr. Clean Magic Eraser #27	\$4.36	\$5.30
Truck Wash Brush #5365	\$6.90	\$7.10

# HILLYARD, INC.



THE CLEANING RESOURCE®

August 1, 2008

TO: ALL HILLYARD CORPORATE GENERAL MANAGERS, SALES MANAGERS  
& HILLYARD INDEPENDENT DISTRIBUTORS

This letter is to inform you of Hillyard's price increase effective August 27, 2008. The pricing information will follow shortly. The average increase is approximately 7.9%.

Our price increase was driven entirely by raw material, container and packaging increases, and fuel increases. We have seen our raw material cost increase by an average of 15% since July 1<sup>st</sup>, and the increases continue to come in. The price of crude oil has impacted our container costs significantly and obviously our transportation costs.

As always we try to minimize the increase as best we can, although we have had two increases this year up until now, they have been minimal. We are forced at this time to at least capture a portion of the increases we are experiencing to our production costs. Virtually all our competitors are passing on increases in this same range at this time as well; the economy is affecting the entire industry.

We understand how difficult a price change is to pass on, and feel we have done everything we could to minimize the severity of the increase. With an effective date at the end of August you will hopefully have gotten through the busy season and this increase will have had a reduced impact on your business. We are hopeful that the economy will experience some positive trends and the current climate will stabilize so we are able to avoid this type of volatility in the future.

Sincerely,

HILLYARD, INC.

Matt Johnston  
National Sales Manager

P. O. Box 909 • ST. JOSEPH, MO 64502-0909 • 816.233.1321 • 800.365.1555 • Fax 800.444.7939 • [WWW.HILLYARD.COM](http://WWW.HILLYARD.COM)

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