

MIDWAY AUTO SUPPLY

Ms. Judy Davis

We would like to change the prices on the chemicals and Hastings Filters that we sell to Collin County. Hastings Filters took at 5% price increase in May 2011, and we failed to notify you about this small increase. The chemicals have also took on a 5% price increase. I have enclosed a copy of the new prices. The discount from the jobber price remains the same.



March 11, 2011

Dear Hastings Distributor:

As you have no doubt seen in the news media, prices for energy and raw materials have been steadily increasing during 2011. These increases have exceeded both our and economic experts' projections.

Therefore, effective **May 1, 2011**, we will be implementing a price increase of approximately 3.3%. A new Blue Sheet pricing file will be available electronically on approximately March 18, 2011. Send an email, including your customer account number, to hastingspricing@hastingsfilter.com in order to request a copy.

You will receive both an Excel file and a PDF file, should you wish to print the price sheet. As in the past, we will not be printing price sheets.

Orders received on or after May 1, 2011, will be billed at the new rate. We will not be able to accommodate large pre-buy orders; orders which significantly exceed your normal order pattern will be subject to reduction or modification.

Thank you for your continued support and business!

Sincerely,

A handwritten signature in cursive script that reads 'Sam Ferrise'.

Sam Ferrise
President

ISO 9001



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P.O. Box 6006
Kearney, NE 68848-6006

Ph 800-887-8836
FAX 800-210-6906
Internet www.hastingsfilter.com

December 10, 2012

Steve Levine
Midway Auto Supply
4719 S. Lancaster Rd.
Dallas, TX 75216

Dear Steve,

Per your request, the date of our last pricing increase for Johnsen's products would be June 25, 2012. Due to the increased costs of raw materials, shipping and labor, we had to adjust our pricing. That said, we feel that you will not find a better value for your money than the quality products you will find in the Johnsen's line of Automotive, Heavy Duty and Industrial Chemicals.

If you have any questions or comments, please feel free to contact me any time.

Sincerely,

Kenneth Adams
Southwest Sales Mgr.
Technical Chemical Co.
Office (800) 527-0885 ext.4368
Mobile (817) 657-0532
Fax (817) 556-0694
www.johnsens.com



Dupli-Color[®]



April 15, 2012

To Our Valued Customers:

At Dupli-Color, Krylon and VHT, the continuous pursuit of quality service and innovative products are a driving force behind our business. We strive to provide you with the best the industry has to offer. As we challenge ourselves to deliver the best products, brands and service, we also push for improved productivity and cost control. This superior performance is what you have come to expect from the Dupli-Color, Krylon and VHT brands.

This industry has been challenged throughout the past three years with economic down turn, raw materials shortages, and a consolidated supplier base. Recently the industry has realized an increase in demand that many raw material suppliers cannot meet. The decreased demand in 2008 caused many suppliers to close production facilities and reduce their capacity. Now that our demand is increasing our suppliers are struggling to react.

As economic reports indicate, costs have been increasing at unprecedented rates in all facets of our industry. The pressure from the increased demand has been felt from suppliers of packaging, chemicals and other paint component suppliers forcing commodity shortages and significant price increases. Our ongoing productivity gains and cost containment programs, while beneficial, have been unable to keep pace with these sizeable cost increases. Because these commodity price pressures show no signs of slowing, we have no choice but to pass on increased costs.

Therefore, effective June 1, 2012 Dupli-Color, Krylon and VHT will be increasing prices on the product offering we bring to the market. Attached you will find the new 2012 Jobber Dupli-Color, Krylon and VHT product price list.

Please be assured, our efforts are focused on driving and growing your business profitably. We have and will continue to bring you the highest quality products, innovation, strong brands, and a category management approach to maximize your sales and profits. We value and appreciate your business and look forward to further developing our partnership. If you have any questions please contact your local Dupli-Color and VHT sales representative.

Sincerely,

Jeff Kerner
National Sales Director
Dupli-Color/VHT/Krylon

Sincerely,

Fred Hunt
Director of Marketing
Dupli-Color/VHT/Krylon