



December 27<sup>th</sup>, 2019

**RE: Announcement: Price Adjustments effective February 1<sup>st</sup>, 2020**

Dear Valued Customer,

It has been a pleasure working with you and we look forward to a continued successful business partnership in the new year.

As you may know, costs have continued to rise across numerous key suppliers of our raw materials, packaging and transportation. Despite all this we absorbed the costs to avoid raising our prices. However, several economic changes, such as the 2018/2019 China Tariffs for certain raw materials and components; annual minimum wage increases and general wage pressures due to a tight job market; have significantly affected our cost of doing business. Unfortunately, this leaves us with no alternative but to increase our prices modestly. Diamond Wipes has been taking steps by investing in more efficient capital equipment as well as continuous process improvement. Through those actions we have minimized the impact to a **2.5%** price adjustment. We are confident, nonetheless, that you will find we continue to supply quality products at reasonable and competitive prices.

Please note that:

- New orders placed and accepted after February 1<sup>st</sup>, 2020 will reflect the new prices with the **2.5%** adjustment.
- Current Back Orders in house and New orders placed prior to this date, will be honored at previous agreed to prices.

We wish to thank you for your business and hope that you will understand the necessity for this price increase. Should you have any questions, please do not hesitate to contact your respective DWI Salesperson.

Sincerely,

Jessica Lum  
President  
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dream. work. inspire. 25 years & beyond

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