



2018 Price Increase Notice

February 9, 2018

Attn: EDIC Partners
Subject: March Price Increase

Dear Customer,

I would first like to thank you for your business. Your support during the course of 2017 has helped EDIC achieve its most successful year ever. As a result of that success, we have been able to invest in R&D and Marketing which you have seen in the form of new and innovative products, better sales tools and brand awareness that profit your business.

Due to escalating material and labor costs, EDIC needs to implement a modest price increase on our product line with the exclusion of the new TORO orbital floor machines and the CR2 restroom cleaning system. Since our last price increase a year ago, the cost of various raw materials have increased by nearly 20%, while the extremely competitive local labor market has driven current wages to new highs.

Although we will be absorbing the majority of the increases, we must pass on a minimal 2% price increase. I can assure you that we look into every alternative to offset these price increases as much as we can.

All orders that are received before March 12th will receive current pricing. Please get your orders in early to take advantage of the current pricing.

Thank you once again for your support and we look forward to a great 2018 for all of us.

Sincerely,

Mark Jacobs
President