

TEAM NEWS

Volume 7 Issue 3 June 3, 2010

NEW MATERIAL INCREASE ANNOUCED!

I am beginning to feel like the 1993 movie Groundhog Day where the same thing keeps happening over and over. We have received notices from several of our suppliers that they will be instituting a 7% average increase across the board effective July 1 through July 12th.

We still do not have information what the increase will be by particular material SKU, but we hope to be receiving that information within the next two weeks.

We realize that there is not one of our customers who are happy about this announcement and I can assure you we are doing everything within our purchasing power to mitigate as much of this announced increase as possible. As we have mentioned to you in the past, it is imperative that you keep your customers informed of the supply chain issues currently in the marketplace. We fully expect a series of material increases to be announced over the next 18 months or until the supply chain corrects itself. Keeping your customers informed of this situation will only help in preparing them for what we expect to be the next round of increases.

NEW ESTIMATING MANAGER HIRED!

We are pleased to announce that John Moberg has decided to join the DLS team as the new head of our estimating department. John worked for a number of years over at RR Donnelly in their estimating department and will bring a fresh perspective and strong technical knowledge to our staff. Please contact John at 800-397-3013 X159 or at jmoberg@teamdlsolutions.com.

DLS TURNS 25!

It seems like only yesterday that I started Diversified with a small dream and a big determination to build a business. I would like to thank all our customers for your continued support and loyalty for all these years and helping to make us who we are today.

You will hear from us from time to time as we have new offerings. Please contact us for a full catalog and price list of our labels and ribbons, 800-397-3013 x2 or e-mail Lori Day at lday@teamdlsolutions.com.

Please call us if you do not wish to be contacted in the future, 800-397-3013 x2.

DIVERSIFIED LABELING SOLUTIONS, INC. * WWW.TEAMDLSOLUTIONS.COM

1285 Hamilton Parkway * Itasca, IL 60143 * 800-397-3013 * 630-625-1225 * 630-773-9585 (fax)

6573 Warren Drive * Suite A * Norcross, GA 30093 * 888-206-6006 * 770-409-9009 * 770-409-9951 (fax)

3123 Research Way #216* Carson City, NV 89706* 800-775-5686* 775-882-5511* 775-882-5518 (fax) *