



May 15, 2008

Dear Valued Customer,

As we all know, American's are facing the pressures of escalating fuel costs. The costs of Diesel fuel in the Northeast has risen 16.7¢ over the past week, and \$1.74 over the past year.

This is only one component of cost increases, as we are seeing our manufacturers increase their freight costs as well as product costs.

The purpose of this letter is to inform you that we are raising our Order Minimums and increasing our Fuel Surcharges effective June 1, 2008. We will be evaluating these each week to ensure that we are competitive in the marketplace. *Note: You can still receive product without a freight charge by exceeding a minimum \$300.00 order or by visiting one of AmSan Northeast Procenter Stores or Distribution centers (will call). Please see a listing of these locations below...*

One positive for our customers to easily exceed a \$300.00 minimum order is the arrival of over 300 MRO products. The items cover a wide range of products from (Filters, Batteries, Extension Cords, Light Bulbs, etc.) Please contact your sales representative for a copy of the new MRO catalog. These MRO items are also in your Eaccess order guide.

For your review, here is an outline of the AmSan Northeast Freight policies

Orders Size	Freight	Fuel Charge	Small Order Charge
\$300 or more	\$0.00	\$6.00	\$0.00
\$150.00 and \$299.00	\$25.00	\$6.00	\$0.00
\$<150.00	\$25.00	\$0.00	\$11.00

Another way to reduce the risk of freight and fuel charges for smaller orders is to visit one of our AmSan Procenter Stores or Distribution Centers.

- AmSan Cleveland: 3225 Chester Avenue, Cleveland, OH 44114 216-431-8111
- AmSan Mid-Atlantic 26 East Fleming Pike, Winslow, NJ 08095 609 567-9600
- AmSan Nashville 2701 Eugenia Ave, Nashville, TN 37211 704 875-6513
- AmSan New England: 240 Second Street, Chelsea, MA 02150 617-884-5550
- AmSan Pittsburgh 133 Westgate Drive Beaver Falls, PA 15010 724 433-4425

Coming Soon

- AmSan New England 26 Millbury Street, Auburn, MA 01501
- AmSan New England Commercial Street, Malden, MA 02148
- AmSan Columbus 2405 International St, Columbus, OH 44228

We thank you for your business and appreciate serving your organization. Please contact your local Sales Representative or me directly if you have any questions, comments or concerns.

Most Sincerely,

Gregory Kashmanian, Jr.
Amsan Northeast President
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