

TEAM NEWS

Volume 7 Issue 6 December 31, 2010

THANKS FOR YOUR SUPPORT

It's been a tough couple of years, but everyone at DLS wishes to thank all our customers for their support and loyalty this year and through our 25 years of servicing the distributor market. We wish you prosperity in 2011 and in the years ahead. DLS finished the year on a strong note with sales up 16% over 2009 sales numbers. We could not have accomplished this result without everyone reading this newsletter working with us to help grow our business.

NEW STOCK PRICING GOING INTO EFFECT ON 2/1/11

Following the December increase from our raw material suppliers, we regrettably need to increase our stock label pricing by approximately 2-3%. We realize that this is not welcome news for anyone, but we are simply not able to absorb these material increases. Please contact Lori at lday@teamdlsolutions.com for updated stock price lists.

RENO PLANT EXPANDS

Thanks to your continued support on the west coast, we were able to double the size of our facility in Reno and hope to be adding additional equipment to service our clients' needs soon. The plants new address is 1135 S. Rock Blvd. #300; Reno, NV 89502. The new phone number is 775-857-1700 and fax is 775-857-1577. Joe Hirschmann is looking forward to servicing your label requirements so be sure to contact him at his new facility.

BRACE YOURSELF FOR 2011

The information we are hearing from our material suppliers is not very encouraging. It appears that as the worldwide economy has started to expand, the base material suppliers have not adjusted their capacity. As a result we are expecting strong material increases this next year. We have even heard from our suppliers that they expect material shortages and/or allocations to hit by mid 2011. We will keep you posted as this supply situation becomes more in focus.

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.

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