

TEMPORARY ENERGY SURCHARGE

After over 10 years running this business I can't believe how big an impact commodities are having on our business. Over 50% of our cost of doing business is the price of products connected to the commodities futures markets. **Most think of gas getting more expensive, and that is true, but in our case it's the natural gas that makes Nitrogen (the primary component in fertilizer), and also Potash, not to mention all the chemicals with petroleum bases that affect us far more than gas.** All have doubled in the past two years with a 20% increase on fertilizer in June alone.

We have absorbed all the costs we can. It is because of this latest spike that I have to begin an Energy Surcharge. It should be temporary, because the consensus with most economists is that prices will come back into a more realistic range sometime in the not so distant future. I had budgeted for input costs to go up this year, but not spike in this range. Also, I want to point out that many service companies started to add surcharges a couple years ago, and we resisted until absolutely necessary. This is why only now do I feel comfortable, because it is not a choice. The company can no longer absorb the commodity futures market creating unprecedented price spikes.

I want to thank you for your help and your continued support of our family business. Your money doesn't go to China or India, so you beautify your yard, keeping your property value higher, but also the local economy. **Almost all your money stays right here in Illinois. From the fertilizer and weed control made by companies in Illinois, to the employees supporting their families here in the area.**

Note to pre-pay accounts-- for convenience of payment we can group these together.

President and Owner of Aaron's Greenscape Inc.,

Aaron Fulrath

P. S. I must add -we all will benefit from a more energy independent future –until future technology like hydrogen cells and more nuclear power become available, the country will need current oil and natural gas technology that we all currently own and use to get there. Increasing domestic supply along with new energy technology is needed. Please let our representatives know we need to get to the future. **Remember, much of what we are paying for has to do with how the future looks.** Futures trading on these commodities can change much faster than the actual product being mined or drilled, and brought to market for sale. They are betting on future supply. Many experts predict only 1/10th more domestic supply could make all the difference– lets tip the supply scale back in our favor. **Ask the politicians to stop the moratorium on drilling.** Make your voice heard! There are bills being considered in Congress and in committee right now!

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<https://forms.house.gov/wyr/welcome.shtml>

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