

# PFERD Australia Pty Ltd

A.B.N. 97 005 992 629



2 November 2018

PFERD tools  
for cutting,  
grinding, sanding,

## Re: Price Increase—Effective 11/2/2019

Dear Valued Customer,

Thank you for your business and your efforts during 2018. At PFERD, we are looking forward to being a strong contribution to your company in the future and to working together to build our businesses together.

In 2018 we have continued to bring new products and solutions to the market and have again managed to grow our business with your help.

You are all aware of the PFERD quality, which of course comes at a cost. With our products coming primarily from Europe, we are subject to some increased costs due primarily to raw material prices and some operating costs both overseas and in Australia.

As a result, Pferd Australia will be implementing a price increase of 2.95% across all products, with the following exceptions:

- The full range of Combi Disc CDR's will have no increase (excluding the POS product).
- The full range of Fibre Discs will have no increase.
- General Purpose and High Performance Fibre Disc Backing Pads will have a price reduction.
- Please note there may be some other slight changes due to sourcing issues.

At PFERD, we are continually striving to improve our business, products and support for our customers. We will continue to offer our training modules (please speak to your local sales person if you are interested), we will again introduce several new products in 2019 and continue with our very successful web site which you can check out at [www.pferd.com.au](http://www.pferd.com.au).

I would like to thank you for your continued support. We value our business partnership and look forward to a successful future together.

Yours Sincerely

Shawn Sumner

Managing Director

PFERD Australia Pty. Ltd.

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