

PFERD Australia Pty Ltd

A.B.N. 97 005 992 629



PFERD tools
for cutting,
grinding, sanding,

999/1321
Att: The Manager / Owner
MIDDENDORP - BRUNSWICK H/O
P.M.B. NO. 1
BRUNSWICK VIC 3056

16 November 2017

Re: Price Increase—Effective 12/2/2018

Dear Valued Customer,

Thank you for your business and your efforts during 2017. At PFERD, we are looking forward to being a strong contribution to your company in the future and to working together to build business for the future.

This year has been a solid year for us, with the economic climate in Australia seemingly improving slightly. This is not totally the case globally, where some economies continue to struggle.

As we operate in a global economy, with our products coming primarily from Europe, we do face some increased purchase and raw material prices, as well as some operating cost increases.

As a result, Pferd Australia will be implementing a price increase of 4.95% across all products. We will also review our range and will correct any pricing anomalies that have arisen, which may increase or reduce some prices.

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 are planning to introduce several new products in 2018 and have just launched our new web site which you can check out at 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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