



13/7/2018

Att: All Customers

To whom it may concern

**General price increase on products
Effective 01 October 2018**

As a key customer, we are giving you 11 weeks' notice of a realignment to our pricing. We have received notification from a number of suppliers over the last 12 months of price movements, due to global changes in costs of raw materials, increasing transport costs and exchange rate volatility. Also our price list has not been reviewed for a year. A new list will be available 1 August 2018 with;

- Set out so price groups match the catalogue pages
- Increase average is only 5%
- Some lines discontinued

Please contact our sales team or your key contact on 0800 99 77 33 or joseph@pandfglobal.com with how you require the information to be sent, e.g excel, hard copy, only changes or full list.

Also we are unable to roll over contract prices and existing quotations. If required, products are able to be ordered prior to increase, with a later delivery date.

I would like to take this opportunity to thank you for your continued support. We aim to collaborate with you to enhance your business and relevance to customers by ensuring stock availability, delivery certainty, exceptional service, education and support. Should you have any further questions, please do not hesitate to contact me or any of the team.

Kind regards,

Joseph McLean
Business Development Manager

**PLEASE ENSURE THE APPROPRIATE STAFF IN YOUR ORGANISATION ARE MADE AWARE OF THIS
LETTER ASAP.**