



Mr A Davidson  
Master Abrasives Ltd  
Long March Industrial Estate  
Daventry  
Northampton  
NN11 4PG

October 31st 2017

Reference: 2018 Price Increase

Dear Andrew

In recent years, currency fluctuations have had a significantly negative impact on the sia Abrasives (GB) Ltd business. During this period the exchange rate impact has been partly offset by improvements in internal efficiencies and housekeeping and also partly absorbed by sia GB in an effort not to pass on these increases to its customers

Further to this we have also experienced sharp increases in prices of raw materials from a number of suppliers of products such as Butanediol (Polyurethane Resin).  
Tdi Isocyanate (Polyurethane Foam) & Cotton & Pulp (Backing Materials).

Due to the above, a price increase is inevitable to allow sia Abrasives to continue to develop innovative products for its users, and also ensure a high level of customer support & service is continued to be delivered.

Therefore, a price increase of +5% will be implemented on all coated & non-woven products and a price increase of +12% on all foam products. This increase is effective from Monday 5<sup>th</sup> February 2018. All orders shipped and invoiced before this date will be honoured at your current prices. Updated price lists will be issued to you nearer the time.

Yours faithfully  
Ray Bardsley

A handwritten signature in blue ink that reads "Ray Bardsley". The signature is written in a cursive style with a long horizontal line extending from the end of the name.

General Manager

**PS. I would be most grateful if you could please pass on or copy this important letter to the appropriate members of staff within your business for information purposes.**