

**Dear respected Customer,**

We hereby inform you of a price increase of 4,5 % on majority of our products, which will come into effect on July 1<sup>st</sup>, 2017.

Primary reasons for the increase are:

- Inflationary growth
- Currency exchange rates
- Changing conditions in the raw materials market
- Increased costs in labour and energy

Annual net price agreements are not subject to this change.

Furthermore, we have the pleasure of informing you, that we have just completed the price- and discount optimising of pulleys and taper bushes. An optimisation we will continue throughout the year for other transmission parts in regard to our price and discount structure.

These steps will secure the level of availability, quality and service that you are accustomed to at PTI Europa A/S.

We hope for your understanding and continuous support.

Please contact your PTI representative if you would like to discuss these changes in more detail.

With best regards,



**Sebastian Fichtner**  
Head of Sales Department

PTI Europa A/S  
Hjerpstedvej 8  
6280 Højer  
Denmark