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An **ITW** Company



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Aerofast Australia Pty Ltd
8 Booran Drive
WOODRIDGE QLD 4114

Dear Customer

Re: Paslode Australia Market Price Increase 1st of October 2013

As a result of sustained increases from local and international suppliers Paslode Australia's cost structure continues to be affected by cost increases beyond our reasonable control.

These increases include but are not limited to; labour rates, transport costs, utilities and general inflationary pressures. Whilst we continue to work hard with our suppliers and supply chain partners to minimise operating costs across our business, we are unable to absorb the full impact of these increases. As a result, we would like to advise that a weighted average price increase of 6.2% will be effective as of 1 October 2013, we would like to remind you at this point that Paslode Australia's last general price increase was implemented in February 2009.

One of our Sales Representatives will be in touch with you soonest to discuss the specifics of this increase and to provide an updated price list.

We greatly appreciate your understanding of the reasons for this increase and confirm our ongoing commitment to invest in innovation and our overall value offer for all products and services that we provide.

Yours sincerely,

Edi Scarini
National Sales Manager
Paslode Australia

30 July 2013

