



29 January 2014

AEROFAST AUSTRALIA P L
8 BOORAN DR
WOODRIDGE QLD 4114

Dear AEROFAST AUSTRALIA P L ,

RE: SAINT-GOBAIN ABRASIVES PRICE INCREASE - AUSTRALIA

Following a strategic cost review with our global suppliers as a result of the continued devaluation of the Australian dollar over the past two quarters, Saint-Gobain Abrasives Pty Ltd would like to advise you that it has become necessary for our company to increase its general wholesale prices.

Whilst we will continue to attempt to offset some of these global cost increases through productivity initiatives where practical, our company must increase our prices across our product range(s).

These price increases will take effect from **Monday 17th March, 2014.**

Please find attached the required paperwork detailing this increase by product group.

Saint-Gobain values our business partnerships and remains committed to providing innovative products of the highest quality at the most competitive prices.

If you have any questions please do not hesitate to contact your Saint-Gobain sales representative or our Customer Service team on 03 9930 7850.

Yours faithfully,

Saint-Gobain Abrasives Pty. Ltd.

Steven Chaur
Managing Director – Pacific



- 1. Date of Notification:** January 23, 2014
- 2. Supplier:** Saint-Gobain Abrasives Pty. Ltd.
- 3. Price Increase Effective Date:** **17th March 2014**
- 4. Product/ Brands Affected:**

All Brands including;

- Flexovit
- Norton
- Clipper
- Carborundum
- Bear Tape
- Atlas

5. Product range:

Increases will apply to the following ranges as follows:

Product Category	Price Adjustment Level (%)
• Reinforced Wheels (all cutting and grinding)	+5.0%
• Coated Abrasives	+4.0%
• Construction and Diamond Blades	+5.0%
• Adhesive Tapes	+5.0%
• Bonded Abrasives	+9.0%
• Safety products	+6.0%
• Super Abrasives	+10%