



ANSCHRIFT / ADDRESS

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CIRCULAR LETTER

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Ihr Zeichen  
Your sign

Ihre Nachricht vom  
Your message from

Unser Zeichen  
Our sign

Datum  
Date

Lui/Jo

10. März 2010

**Stainless steel surcharge adjustment**

Dear Sir/s, dear Madam/e,

This is to inform you that all steel manufacturers had drastically increased again the stainless steel surcharge (an additional of € 0,67 per kg) since February 2010.

These massive increases force us to raise the surcharge about 2%.

All deliveries from 1<sup>st</sup> April 2010 will be temporarily charged with a surcharge of 7%.

If the material price increases even more in the near future, we also have to make our surcharge adjustment proportionally.

We do hope you would understand our side for this dramatic problem.

Sincerely yours,

PH Industrie-Hydraulik GmbH & Co. KG

Markus Luible