



Your HVAC&R Business Partner

Friday, 16 March 2018

Dear Customer,

Please be advised that due to cost increases from key suppliers we have increased our list prices on our EBM Papst and Parker Hannifin product ranges effective 12th March, 2018. We are sensitive to the impact these changes may have on your business and assure you that we have worked with our suppliers to minimise the impact wherever possible.

Access to your 'Net' pricing and our 'List' pricing is available via the Heatcraft **smart@ccess** Online Customer Portal. You can gain access to this portal, by consulting your account manager, local branch or by registering your interest at www.heatcraft.com.au.

We thank you for your continued support, assure you that Heatcraft appreciates your business and we are committed to continually making improvements that add value to your business.

Kind regards,

A handwritten signature in black ink, appearing to read "Stuart Crabb".

Stuart Crabb
Director of Sales - Australia and New Zealand