

To
Rubber Fab / PSI Products Partners in Europe

Your contact person
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2020-10-29

Information - 2020 - 11 - Price Book 2021

Dear Valued Partner,

with this document we would like to announce the **European Price Book 2021, valid from January 1st 2021** onwards.

- Validity: from **January 1st 2021** until December 31st 2021
- Gross price: Gross price per piece in Euro currency (€) as listed in "*RF_Europe_Price_Book_2021_01_201030*"
- Your discount: *remains unchanged*
- Net price: ERP-system rounds automatically to two decimal places (please consider this when uploading prices into your system)
- Price list features: easy to filter for product group, material, dimensions + *price adjustment*
- Price list content: Rubber Fab Price Book 2020 items + *traceable GYLON BIO-PRO® TRI-CLAMP® GASKETS* (Bio-Pro® item numbers "[...]-LE")
- Applicability: All European customers
- Order processing: In line with **PSI Products' last dispatch day in 2020 on December 18th** any order received after December 18th will be processed according to Price Book 2021 pricing
- Price adjustments: Rubber Fab decided to implement a **general price increase of 3%** with following exceptions:
 - Silicone products: + 5%
 - Next Generation Elastomeric Gaskets: ± 0%
 - European Hose Range: ± 0%
 - Detectomer® products: ± 0%
 - Tuf-Steel® products: ± 0%
 - Gylon Bio-Line® + 3% and alignment for certain sizes with Garlock

For better transparency, analysis and overview you will find applied price adjustment information in the price book in column "price adjustment"

- **Minimum Order Value:** Looking at the big volume of small orders received and processed in 2020 and the associated administrative workload, we are implementing a **minimum order value of 100,00 € per order**; for orders with volume

smaller than 100,00 €, a **minimum order value surcharge of 15,00 €** will be added to affected order.

- Argumentation letter Please find a letter on page 3 for your better argumentation with your customers in case required; some of you had asked for it

Please share within your company with whom it may concern! If you have any question, please contact us.

Best regards,
Team Rubber Fab Europe

Attachments

- Price Book 2021 "*RF_Europe_Price_Book_2021_01_201030*"
- Price Increase Letter on page 3

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Information - 2020 - 11 - Price Book 2021 letter

Dear Valued Customer,

Rubber Fab has been providing quality products to the sanitary industry for over 20 years. We work hard to create innovative product solutions for our customers as well as provide timely service on our products. As a company we strive to improve our efficiencies and control our costs on a daily basis but sometimes this is not enough to offset the challenges of doing business.

One such challenge has been the rising cost of raw materials from our many suppliers in the past year. We have also experienced increases in all of our freight charges as well.

We have been working hard to keep our pricing competitive for the market but with the challenges we face, we will be implementing a general 3% price increase across the board.

There are a few exceptions to this increase. Detectomer® and Tuf-Steel® Tri-Clamp® gaskets will not have an increase on the standard pricing. Those products launched in Europe in 2020, Next Generation Elastomeric TC gaskets and the European hose range will not have an increase. They will remain the same. Silicone Tri-Clamp® gaskets however will have a 5% increase. Gylon Bio-Line has a few exceptions for certain sizes where we have to align the pricing exceeding the general 3% price increase.

We would like to thank you for your understanding and look forward to our continued working relationship.

Best regards,

Dominik Wiese



Area Sales Manager Europe
Rubber Fab – a Garlock Hygienic Technologies company