

To our customers and business partners

Staad, September 2016

**Dipl.Ing. Werner Graf AG: Prices for 2017 remain stable!**

Dear customers and business partners

Thanks a lot for your confidence to our good business cooperation and our high quality power transmission and conveying belts!

We would be pleased to further "recommend ourselves" as a reliable and long-term supplier. Therefore, we are glad to guarantee you the **same prices for year 2017** again - which we did not change since year 2013!

Would you further gain from quantity discounts? If your yearly volumes did increase and you still send us single orders, then please do not hesitate to contact us. We will be more than glad to check, if you could receive **higher quantity discounts** by making a yearly contract.

We hope this is of further interest for you and are looking forward hearing soon from you again.

Best regards,

**DIPL. ING. WERNER GRAF AG**



Edgar Seiz  
Managing Director



Josef Pfister  
Purchasing Manager

P.S. To get a cost contribution for the workload generated by small orders, we have to add a **minimal order fee of CHF 40.-**, for orders smaller than CHF 100.- (value of goods). This modification will be applied starting in January 2017. We thank you for your understanding.