


SAINT-GOBAIN

ABRASIVES

1st May, 2008

Dear Distributor,

New Price Effective 1st June, 2008

We wish to advise that a new Price Book will be released with effect from 1st June 2008, to be followed by updated Catalogues for our various product groups.

The new Price Book will reflect changes to the prices of the majority of the wide range of products we supply.

It has been 4 years since we last revised prices. In the intervening period, Saint-Gobain Abrasives has experienced increases in cost and we have taken steps to offset these increases by continued focus on improved productivity and R&D, as well as an expansion in worldwide sourcing that has benefited from the global procurement network of the Saint-Gobain Group.

This process of ongoing review and innovation has provided new products and application process and performance improvements, as well as assisting us to contain/reduce costs.

However, we now find it necessary to revise our prices in the face of substantial rising costs, impacting both locally manufactured and sourced products in our various product ranges, driven by sustained upward pressure globally on mineral and energy resources.

We believe that the new prices, effective from 1st June 2008, continue to represent excellent value for money, and reflect the commitment of Saint-Gobain Abrasives to provide, as we have done for more than 40 years:-

- A variety of quality levels across a wide range of products
- Prompt delivery from our local warehouses across the nation
- State-of-the-Art manufacture of our products that guarantees quality and consistent performance
- A responsive R&D program to provide our customers with the best solution for their applications, many of which are highly specialised
- An outstanding level of support and commitment to our customers

Should you have any immediate questions about the introduction of the new Price List at 1st June 2008, please contact your Saint-Gobain Abrasives account manager.

Yours faithfully,

Chris Flipp
General Manager, Sales & Marketing - Pacific Region

flexOvit

clipper

NORTON