

10 January 2014

## Customer information: New product catalogue out soon with convincing innovations

Dear customers,

Our new product catalogue/price list will apply from **1 May 2014**.

Our new catalogue will contain a large number of new products and innovations. Particular highlights include:

- ✓ Diameter increase up to 1,600 mm which, in fact, doubles the serially produced diameter;
- ✓ New section with a range of custom parts and serially produced variations to further complement our product range. Availability will be ensured by expanding our customised production capacities to include an additional 1,000 square metres, complete with new machinery;
- ✓ New FOOD GRADE RANGE which makes us the first, and currently only, manufacturer of modular pipework systems offering dual conformity to the EC1935/2004 directive and FDA regulations (visit [www.foodgrade.eu](http://www.foodgrade.eu) for more information);
- ✓ Vulcanised U-shaped seals and ring seals (silicone/EPDM) which have better chemical, temperature and tear resistance than conventional adhesive-bonded rings.

After a three-year period of keeping our prices stable, we regret that we must now also adjust our prices at the time of issuing our new catalogue. In view of an average adjustment of only 2.5 percent, we will still remain considerably below the level of the general price increases we have seen over the past three years. This restrained pricing policy is underpinned by a continuous rise in productivity, such as through investing in new manufacturing technologies, which we always endeavour to pass on to our customers as far as possible. We will be increasing our prices only selectively, differentiating between articles and groups of articles, and only to the extent that is absolutely necessary.

We hope that with our new catalogue, and in particular with our new products, that we will be even better placed to support you in future. Our goal is to continue to convince our customers with the superior quality and dependable availability of our products, in our capacity as market leaders in Europe.

We look forward to continuing our good business relations with you.

Yours sincerely,

JACOB ROHRSYSTEME



Patrick Jacob  
Managing Director



pp. Thorsten Meinsen  
Head of Marketing



FOOD GRADE