

To all account customers  
Account addresses only

**\*COPY OF ORIGINAL\***

Wokingham, 21<sup>st</sup> November 2018

Dear Procurement Manager

## **2019 – Price changes and Brexit preparations.**

### **Please take a moment to read this important communication**

Every year Bravilor Limited and the Bravilor Bonamat Group assess its operational and manufacturing costs and how this affects our list pricing. Bravilor Bonamat prides itself on transparent simple pricing structures with the primary goal of manufacturing and selling our products to you the dealer at reasonable market led pricing.

#### **Pricing 2019**

Pricing will increase by 5% on all products and services provided by or invoiced by Bravilor Limited on the 1<sup>st</sup> January 2019. This is not a blanket increase and has the following exceptions;

- Quick filter series machines (Novo, ISO, Mondo, Matic, TH and THA) will increase by only 2%.
- Rex Royal and Brita pricing will be reviewed and may increase on 1<sup>st</sup> April 2019.

Any order received into Bravilor Limited before 23:59 on the 31/12/2018 will honour the 2018 pricing.

Bravilor Limited is a division of Bravilor Bonamat BV and is affected by economic factors in the United Kingdom and the European Union. Pricing has been changed due to the increased costs to our business for labour, materials, transport and energy with notable increases driven by the costs of the following;

- Labour costs in the country where our manufacturing plant is located increased in 2018.
- Stainless steel, the main component in our products, increased in price in 2018.
- Fuel costs continued to increase across Europe directly impacting the freight cost into the U.K. and out to you, our customer.

#### **This is important, please take note – right to change pricing.**

In all cases Bravilor Limited makes every possible effort to only change product pricing once a year with 30 days notice. It is not a stated term of business that we only change pricing annually and we reserve the right to complete this process as demanded by the business. **As such, we inform you that in the event of a Brexit deal, or 'no-deal' Brexit that seriously and adversely affects the costs to our business due to changes to critical functions such as import duties, customs regulation or process, tariffs and cross border VAT, we reserve the right to change our pricing with 30 days notice.**

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**United Kingdom's exit of the European Union**

The outcome of the exit deal is yet unknown and as you will have seen in the media certainty of any deal is unknown. On a daily basis, HM Government is issuing many instructions and papers in preparation in the case of a no deal exit.

Bravilor Limited has an ongoing review process relating to the exit of the European Union and is reviewing the materials issued. We are also making preparations to be a resilient supplier during this process and beyond.

Bravilor Bonamat is a global manufacturer with vertical and horizontal supply chains worldwide, 'just in time' fulfilment across our branch office network and we distribute our products in 120 countries worldwide. We have the expertise to overcome this administrative and political change.

In the mean time we will investigate all possible options to ensure our customers experience no or minimal disruption.

If you need to discuss any of the contents of this letter please contact your account manager in the first instance.

Yours faithfully  
**Bravilor Limited**



Keith Baldwin  
**Managing Director**



**To download your price book or to order a printed copy for delivery in December 2018 visit;**

**[www.bravilor.com/en-gb/pricebook2019](http://www.bravilor.com/en-gb/pricebook2019)**

**or visit [www.bravilor.com](http://www.bravilor.com) and click on the link on the top of the UK website**