



12 March 2012

J Williams
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Dear John

Price increase notification

During the last several months we have been confronted with continuous price increases of the basic raw materials used to produce our polyurethane foams. Moreover there is an expectation that our raw materials costs will continue to increase in the near future coupled with a possibility of global supply difficulties for base chemicals.

Despite taking appropriate measures, we are not able to absorb these increases completely. Therefore we are forced to increase our sales prices for all products as soon as possible.

Your account manager will contact you in the near future to discuss the increase in more detail.

We appreciate your understanding regarding this difficult situation.

Yours sincerely

Rolf Pötzsch
European Managing Director

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