



Pressure and Temperature Measurement
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August 31, 2007

To: All WIKA Distributors

Re: 2007 List Price Adjustment and Diaphragm Seals Exotic Metal Pricing Policy

Due to the rising cost of raw materials and dramatic fluctuations in Exotic Metal pricing, WIKA Instrument Corporation will make List Price Adjustments and will implement a new Diaphragm Seals Exotic Metal Pricing Policy. Although we have avoided raising prices for as long as possible, we can no longer continue to absorb these increases.

List Price Adjustment

Effective **October 1, 2007**, WIKA Instrument Corporation will make a list price adjustment on all WIKA product lines with the exception of our Ultra-High Purity (UHP) products. Each product line will be affected as follows:

Product Line	Price Increase	List Price Multiplier
Mechanical Pressure Mechanical Temperature Tronic Diaphragm Seals* <small>*Exceptions apply, please refer to the Exotic Metal Pricing Policy below)</small>	5% Increase	x1.05

Please note; all quotes (with an e-quote number) and factory authorized special pricing will remain unaffected until the expiration or renewal date.

Multiplying the current list price to the above multiplier and rounding to the nearest penny will calculate the new list price. Example: \$30.80 x 1.05 = \$32.34. The new list price should be calculated with your discount schedule to determine net price. To assist your organization with this transition, WIKA will forward a spreadsheet (via e-mail) with the new list and net prices.

All orders placed on or before close of business September 28, 2007 will be invoiced at current 2007 pricing. Orders placed on or after October 1, 2007 will reflect the increase. The revised list prices will also be available in Excel format at www.wika.com, under the Support Tools tab.





Diaphragm Seals Exotic Metal Pricing Policy

Nickel-based Exotic Metal alloys such as Hastelloy and Monel have experienced dramatic fluctuations in pricing. As a result, WIKA will no longer be able to honor list prices printed in the 2007 Ordering Catalog for **Diaphragm Seals fabricated with Exotic Metals**.

In order to offer you firm pricing, WIKA has implemented a new Diaphragm Seals Exotic Metal Pricing Policy. This new policy will give you control and will avoid undesirable surcharges that many competitors and suppliers use to offset unpredictable material charges.

This is how the new process will work. When you call for a quote, WIKA will provide you with an estimate for products that contain Exotic Metals. The price will be determined by the cost of materials at the time the estimate is generated. When the order is actually placed for these items, we will procure the necessary materials to fulfill the order. The firm price will be reflected on your order confirmation. If the procurement costs exceed the estimated price, we will contact the person within your organization who placed the order and provide them with an option of accepting the firm price, canceling the order or considering alternatives.

We hope your organization will embrace the positive aspects of this Exotic Metal pricing policy and communicate the advantages to your customers.

As always, your dedicated WIKA Account Representative is prepared to answer any questions you may have concerning the List Price Adjustments and the new Diaphragm Seals Exotic Metal Pricing Policy. We thank you for your lasting partnership and wish you continued success with the WIKA product line.

Best regards,

A handwritten signature in black ink, appearing to read "Ron Imhof", written in a cursive style.

Ron Imhof
Business Manager, Distribution

CC: Inside/Outside Sales - WIKA Instrument Corporation