


October 9th, 2017

Dear supplier,


Following the successful acquisition of  we have reviewed our supplier programs in an effort to optimize our supply chain and consolidate supplier relationships. We expect our supply chain initiative will improve efficiencies, service levels and simplify planning management.


Our supply chain review included quality and service criteria, as well as price competitiveness. Our benchmarking review indicated that your prices and service terms differ unfavorably.

In order to maintain a supply agreement with  and related subsidiaries, we require:


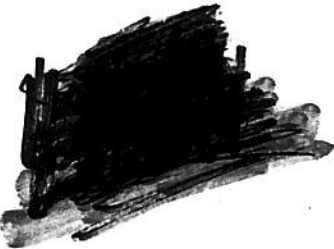
1. An immediate 6% price reduction effective November 1<sup>st</sup> 2017, and
2. An immediate extension of 10 days from our current payment terms

We appreciate your support in advance.

Your  buyer will be contacting you shortly to confirm this proposal and clarify any questions you may have.



Best regards,



VP EMEAR Supply chain and Purchasing

