



December 1, 2011

To All Our Valued Customers,

Enclosed you will find the new pricing for the Industrial (Bulk) division of Prym Consumer USA, which will go into effect on January 16, 2012.

We do realize that business is tough for all most of us at the moment, but as we've gone almost three years without any adjustments, we find ourselves in a situation where we have no other options. The world-wide market volatility in raw material cost increases, labor increases and unfavorable currency fluctuations over the last three years have left us no choice.

You will find enclosed an updated price list for all items sold through the 'bulk' division of our company. All orders for existing prices, in *reasonable* quantities, must be received by January 12<sup>th</sup> at 12:00 noon – to ensure we have time to get orders into the system at the correct prices. Orders received after that time may be subject to the new 2012 pricing.

We also realize the print on the attached is a smaller font – and we do offer an excel version of this price list available electronically that we will be happy to send to you if requested. You can send your request to [customer.service@prym-consumer-usa.com](mailto:customer.service@prym-consumer-usa.com) - or call our Customer Service Dept. at 1-800-255-7796 – and provide an email address. Please make sure you note that you are looking for the 2012 'bulk division' price list.

We appreciate your continued support over the years for Prym products. Our safety pins, straight pins and the majority of fasteners continue to be manufactured by our own factories in Germany, Malaysia and the Czech Republic - to the same standards you've come to know and appreciate for so many years.

All of us at Prym Consumer USA send our best wishes for a happy and healthy holiday season, and look forward with optimism for what 2012 will bring for all.