

## Dear dealers & customers

Subject: price increase of the Vigil cutter units.

We succeeded in maintaining the cutter price for 2 years but due to continuous cost increase, we are forced to raise the price.

- 1) From 110EUR to 130 EUR for a single cutter  
From 220 EUR to 260 EUR for a dual cutter  
less dealer discount for the following cases:
  - Stock for a dealer.
  - Activation linked to a wrong use (airborne, wrong mode, hook turn).
- 2) From 70 EUR (net) to 90 EUR (net) for a single cutter  
From 140 EUR (net) to 180 EUR (net) for a dual cutter  
for the following cases:
  - Cutter type 1 replacement.
  - Activation linked to a low pull.
- 3) Stays Free of charge for the following cases:
  - Confirmed life saving.
  - Cutter type 2 replacement. (DOM from 08/06 to 03/07).
  - Cutter replacement linked to one of our PSB.

The new prices will take effect on February 2016.

Please adjust your price list accordingly.

We stay at your entire disposal.

Best regards,  
Vigil Team