

Dear dealers & customers

Subject: price increase of the Vigil cutter units.

For the last 10 years we have been able to maintain the cost for a sport cutter, but due to continuous cost increase, we are forced to raise the price.

- 1) From 100 EUR to 110 EUR for a single cutter
From 200 EUR to 220 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 50 EUR (net) to 70 EUR (net) for a single cutter
From 100 EUR (net) to 140 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 SB. (DOM OCT 07 and DEC 07).

The new prices will take effect on January 2014.

Please adjust your price list accordingly.

We stay at your entire disposal.

Best regards,
Vigil Team