



Dear valued customer,

we would like to inform you about some changes of our products and prices.

Products

As already announced we will **modify** and **update** our **Titanium Implant Systems** this year. We will remodel them concerning handling, ergonomics and design. With immediate effect we will deliver the **detachable screwdrivers** with a red silicone handle. This handle permits a more comfortable grip, is skid-proof and offers therefore safer handling. (All systems which contain rigid screwdrivers and the screwdrivers with steel handle remain unaffected from this change).



Production Process / Cleaning Validation

In January 2009 we have installed a fully automated cleaning station. This helps us to guarantee a consistent cleaning safety within the final cleaning. With our new instructions of use we will give customers a guideline, describing validated methods of cleaning and sterilization, which guarantee the required cleanliness of our products in operating theaters and doctor's practices.





Price Stability

We are pleased that we can keep the **prices stable** again this year for **TC instruments** (scissors, needle holders, forceps) and all **Titanium Implant Systems**. We managed to further increase productivity and could so absorb the higher manufacturing costs.

Recalculation / Price Adjustment

For the range of **Endoscopic Units** and **Accessories** we **recalculated** our **prices**. For this reason we will reduce a part of these prices and have to increase others. The **new price list** will come into effect as per **1st May, 2009**.



Price Increases:

Owing to the increase in costs from which we have not been spared, we have to **raise** the **prices** of some product groups by an **average of 3%**.



This affects the following product groups:

General Surgery

Plastic Surgery, Laparoscopy, Electro surgery, Arthroscopy, Urology/Hysteroscopy.

The new prices will be valid as per **1st May, 2009**.

All updated price lists will be sent to you automatically by the beginning of May.

All purchase orders which we receive until 30th April, 2009 will of course be supplied at the old prices.

We thank you for your understanding and the confidence which you have shown us. We look forward to continuing our successful business relationship.

Hermann Medizintechnik GmbH