



Main Account &lt;viamedinbox@gmail.com&gt;

## Increased price of R17AH automotive sensor

1 message

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To: "Mora, Victoria" <Victoria.Mora@teledyne.com>  
Cc: Kunal Kothari <Kunal.Kothari@teledyne.com>  
Bcc: steve.hardaker@viamed.co.uk

3 February 2020 at 13:53

Hi Victoria

I am out of the office at the moment, but the office says that Teledyne has increased the price of the R-17AH from \$16.00 to \$23.00.

Have any other sensor prices been increased? If so, please supply an updated price list.

I know that we have all discussed the need to raise prices at some stage, but I do not recollect seeing any updated prices nor any official notification of the price increases. The last price list was received on the 7th October 2019.

Also our contract states:

Prices The prices to be charged by Manufacturer to Distributor for Products and Services are as follows:

• Manufacturer's current preferred distributor pricing Manufacturer may, from time to time and in its sole discretion, change its price lists upon providing written notice to Distributor. Price changes shall be effective immediately upon Distributor's receipt of notice, provided, however, that no price change shall affect any orders submitted by Customers and accepted by Manufacturer:

- (a) prior to the effective date of the price change; and (b) no more than sixty (60) days after the effective date of the price change provided (i) the Customer order is in response to a quotation or proposal made by Distributor to prospective Customer prior to the effective date of the price change, and (ii) the order is received by Manufacturer within Distributor's quotation or proposal validity period. If, in Manufacturer's sole judgment, Distributor's pricing structure renders the Products non-competitive in the Territory, Manufacturer has the right to market and sell the Products directly to Customers in the Territory or to establish an alternative pricing structure with Distributor. If requested by Manufacturer, Distributor hereby agrees to provide Manufacturer with its price lists.

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Steve

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