

**Hilti North America**  
5400 S. 122nd E. Ave  
Tulsa, OK 74146  
(800) 879-8000

November 1, 2013

Subject: January 1, 2014 Price Adjustments

Dear Valued Customer,

After completing a thorough review of our pricing and the market conditions today, we are making adjustments in our pricing for 2014.

Effective January 1, 2014, Hilti will implement the following average pricing increases. Your account manager will let you know how these pricing increases will specifically affect your business.

- +3.7% price increase on power tools
- +4.2% price increase on all other products

Rising inflation combined with a weakening U.S. dollar continue to raise costs, making a pricing increase necessary at this time.

We will continue to monitor the economic environment and make adjustments as necessary so we can always deliver on our promise of products and services that outperform and outlast.

For more information, please contact our Customer Service team at (800) 879-8000. Our prices also are available online after a short registration at [www.us.hilti.com](http://www.us.hilti.com).

On behalf of the Hilti team, thank you for your continued support and valued business.

Best regards,

Hilti North America Management Team