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收件人: 郭林凤
抄送: annychu
主题: 转发: MD集团产品涨价通知函-Bolson (光华荣昌)

您好 郭工

贵司指定的高清视频线束供应商 MD迈恩德, 通知从2022年11月1日起中国业务所有产品将在现有价格基础上涨价1.7%。

因该原材料涨幅较大, BC316-MP2该产品价格也会因此 同步上调, 请知悉, 谢谢您。

按照早前的订单, 已经超过预测, 还请注意。

客户名称	QAD编码	项目名称	规格代码	2022年10月价格	2022年10月27日起价格
光华荣昌	BEC0010148	BC316-MP2	8202738X1001B	46.09	49.17

如有任何问题, 请随时联系, 谢谢

est Regards,
viter Wong 黄明捷
arketing Department
anghai Bolson Auto Parts Co., Ltd

受战争及全球通货膨胀等因素影响，全球原材料价格持续攀升且供应紧张，包括涉及上游天然气等生产材料不断上升并不断刷新历史新高。长期以来我司一直承担着因原材料上涨带来的压力，但因成本上涨过快，且维持时间太长，我司实在无力独自承担此种状况，对我司经营造成巨大影响，故原有价格难以满足供应需求。为更好地适应市场环境，为客户持续提供更优的服务，保证品质及物料的持续供应，我司经多方面慎重考虑，不得已对相关产品进行价格上调以此缓解市场不断上升的成本压力。

此次价格调整实属无奈，希望能够得到贵公司的理解并给予支持，我司也将一如既往的继续给贵公司配套高质量的产品及服务。

附件为MD集团发起的涨价通知函。

MD欧洲业务已于2022年10月1日开始执行涨价，现根据欧洲总部要求，我们也只能非常抱歉的通知您，中国业务从2022年11月1日起，在供全部产品将在现有价格基础上涨价11.7%。涉及贵司产品清单如下：

Customer	Project Name	Customer PN	MD PN	Issue No.	Current Unit Price (RMB)	New Unit Price Valid from Nov. 1st 2022
Bolson	████████	████████	████████	████████	████████	████████
Bolson	████████	████████	████████	████████	████████	████████
Bolson	BC316/1	8202738X1001B	357038	A	25.07	28

如有疑问，随时联系，谢谢！



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To all MD customers

July 2022

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CORONA CRISIS 2019-2022; UKRAINE CRISIS 2022: MARKET SITUATION AND IMPACT ON PRICING

Dear valued customer,

you are certainly aware that, after more than two years of global pandemic and global material shortage, the ongoing isolation of China from the world markets and, as of now, several months of war on the European continent, the well-known mercantile rules do not apply anymore. For MD, this means in particular:

- Daily cost increases;
- Insecure supply situation concerning raw materials and energy;
- Increased prices and lead times on the procurement market;
- Increased expenses and organizational efforts for logistics;
- Extremely high inflation rates all over the world.

Considering this situation, we have to assume that our common business basis is critically disturbed to the detriment of MD. As a consequence, and to warrant the stability of future deliveries to our customers, we see ourselves now forced to take the following actions:

- Sales prices for all MD products will be checked for adequacy and adjusted in accordance with the general market situation as described above.
- Agreed lifetime reductions will be reviewed.

Our responsible key account manager/project manager will contact you and provide further details during the next weeks.

We regret the current situation and thank you very much in advance for your cooperation and your understanding.

Best regards

MD ELEKTRONIK GmbH


Robert Hofmann
CEO


Ralf Eckert
CFO

Solely our general terms and conditions apply and have been made available to you or are available on request.
General terms and conditions of customers or suppliers are not recognised.

VAT No.: DE129263719

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