

## Dear customer, dear harp maker,

We are pleased to send you our updated price list for 2014.

Following customer requests, we are introducing our new finishes: gold plated, and dark nickel plated.

The extra cost for these finishes is 2 euros (ex-VAT) per lever, to be added to the price of the lever.

To place an order, we require the string chart which must include each of the following details: vibrating length, diameter, and material. This information is requested for every string of the set, as our levers will be prepared to fit the characteristics of your harp.

Our levers come together with their screws and bridge pins.

Additional accessories are available on request, such as tuning pins and tuning keys.

Shipping costs are additional. Please specify if you wish to receive your order by registered post service, or by FedEx/Chronopost. We can quote both shipping costs on request.

We also ask for prepayment before shipment. This can be arranged either by credit card (VISA, Eurocard, Mastercard), or by bank transfer to our account (see bank details at the bottom of this document).

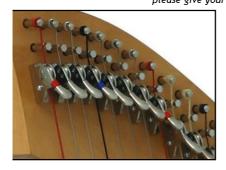
Please feel free to contact us for any further information.

Sincerely yours,

Jakez FRANCOIS President

Full sets for one type of harp / according to one string chart				
Quantity	Price per lever in euro - January 1st, 2014			
	Export ex-VAT	Incl. VAT at 20%		
10 sets and more	6,50 €	7,80 €		
5 up to 9 sets	7,50 €	9,00 €		
Less than 5 full sets	8,50 €	10,20 €		
Single orders or partial (incomplete sets)	9,50 €	11,40 €		
GOLD OR DARK NICKEL PLATED FINISHES	2,00 €	2,40 €		

Prices are listed in euro ex-works. For a shipment ex-VAT in the EEC, please give your VAT registration number together with your order confirmation.

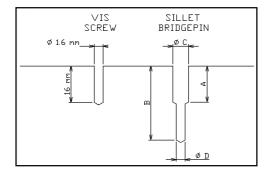






Dark Nickel

Gold



Bridge Pins					
Size	Α	В	С	D	
Large	18 mm	36 mm	5,8 mm	4,2 mm	
Medium	16 mm	32 mm	4,8 mm	3,3 mm	
Small	13 mm	26 mm	3,8 mm	2,9 mm	

Bank name and address: CREDIT AGRICOLE - 44949 NANTES Cedex 9 - France IBAN: FR7614706000642328096000024 - SWIFT: AGRIFRPP 847