



Units 4 & 5, Watery Lane Ind. Estate,  
Watery Lane, Willenhall,  
Wolverhampton,  
West Midlands, WV13 3SU  
Tel: 01902 631222

Email: [sales@taylormadefasteners.co.uk](mailto:sales@taylormadefasteners.co.uk)  
[www.taylormadefasteners.co.uk](http://www.taylormadefasteners.co.uk)

03 December 2018

Hello Sir or Madam,

We would like to take this opportunity to thank you for your business throughout 2018 and look forward to your future collaboration with Taylormade Fasteners through 2019.

At Taylormade Fasteners, we are aware of the price increases that are happening throughout the industry due to material prices increasing, machining costs increasing and the effect that Brexit has on both trade relations with the EU as well as importing and exporting materials for customers' orders.

We have taken steps to implement cost saving precautions to keep the operating and manufacturing costs down including investing in new machines (e.g. Haas VF-2 Vertical Machining Centre, Haas ST-15 CNC Lathe and Star SR-32JII) which are faster and more efficient to run. This means in the long run, we can offer the same low prices while other companies throughout the industry are fluctuating.

In order to further keep our overall prices as low as possible, we have also instated a standard carriage charge of £15 to each order that we receive from the 2<sup>nd</sup> January 2019.

Alternatively, if you would prefer to not have the carriage charge, the option remains to have jobs shipped ex-works (collection to be organised and paid for by the customer).

Best Regards,  
Andrew Taylor  
Managing Director



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09480126

VAT No.  
239 8253 76

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