



Hewlett-Packard HK SAR Limited  
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Dear Supplies Wholesaler

Effective February 1, 2012, Hewlett Packard will increase list prices on select HP toner cartridges. This price increase will affect a total of twenty-four (24) legacy toner products.

This move is a result of HP's standard portfolio management process. As part of this process HP as manufacturer regularly reviews pricing for all its products and makes adjustments, as appropriate.

As always, HP is committed to developing products and services that meet its customers' needs. This includes HP toner cartridges, which will continue to provide superior value, reliability and high-quality output.

Specifics of the price increase:

- Effective CPL Date: **February 1, 2012**
- List price increase on 24 Legacy Toner Cartridge SKUs
- Effective price increase of approximately **10-15%** on average (price change will vary by SKU)

Please direct all issues/concerns regarding ordering caps to your HP Sales rep.

Best regards,

Louis So

Wholesaler Account Manager