



10th February 2011

Seriously Defective Counterfeit Petzl Products

Dear Customer

This morning, we received information from Petzl regarding counterfeit Petzl products. The counterfeit products have serious defects that affect their performance and strength.

We have included an official letter from Petzl detailing the issue of the counterfeit products. The letter has been signed by a Director of Spelean Pty Ltd, Petzl's official distributor in the Australian market.

The information will be published on Petzl's official website, www.petzl.com, before February 20th and will also be available from the Spelean website, www.spelean.com.au as soon as Petzl posts the information.

We expect that end users will request clarification from their trusted trainers and suppliers, as soon as the official notice is published on the websites. We are communicating with you now, so that you are in the position to respond appropriately.

Please take the time to read the information we have included and ensure that everyone within your organization is aware of the issue. We would also encourage you to draw this issue to the attention of your clients.

This is a life threatening safety issue and Petzl are doing everything they can to prevent further production or distribution of these illicit products.

This is the only information we have at this point in time, but please feel free to contact us, at any stage, if you wish to discuss this matter.

Yours sincerely

Judith Bateman
Director



Zedel

ZI Crolles
Cidex 105 A
38920 Crolles / France
tél : 33 (0)4 76 92 09 00
fax : 33 (0)4 76 92 09 09
e-mail : zedel@petzl.fr
site web : www.petzl.com

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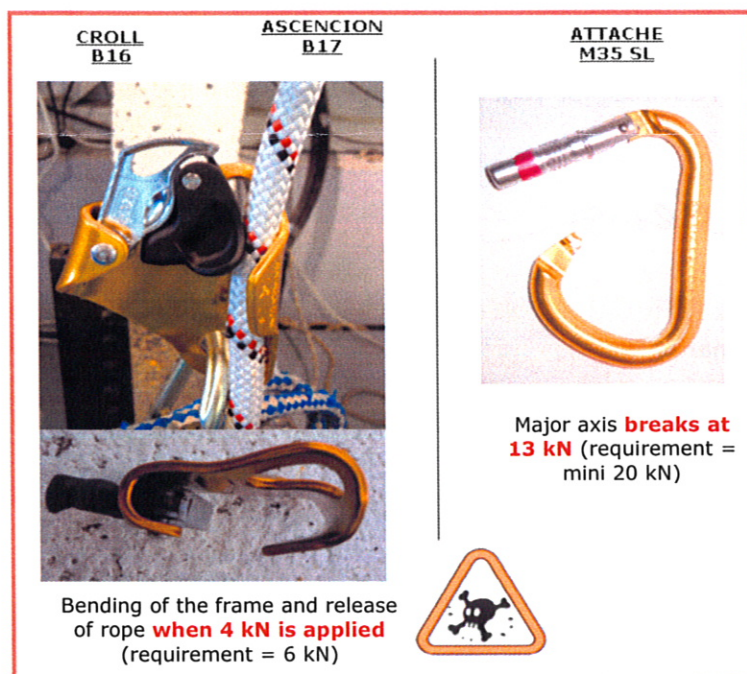
Dear Customer,

We have recently discovered in China illegal copies of our following products:



These counterfeit products show serious defects which affect their performance and strength:

- There is a very high risk that these illegal copies will open or otherwise fail at very low loads under normal use.
- **These illegal copies do not meet the requirements of CE or UIAA standards.**
- **These illegal copies do not meet Petzl safety and quality requirements.**
- For example :



These illegal copies look exactly like the Petzl originals. Their outward appearance has been **expertly reproduced** which makes them very difficult to identify.

→ The following have been reproduced identically:

- Design
- Colour
- All product markings
- Batch number
- Instructions for use (even the most minor details)
- Packaging is identical to the old brown cardboard box packaging
- All markings on the packaging

→ With an **in-depth analysis** we are able to identify these illegal copies.

To date, only a few counterfeits have been found on the market and we are actively working to stop the production and the introduction to the market of these dangerous products, which put our clients' lives at risk. With regard to the risks involved in using these illegal copies, our duty is to inform our customers. By the middle of February, we are going to post a user warning on our Website.

Please help us to stop these counterfeits from reaching the market:

→ Only buy Petzl products from your official distributor: *Spelean Pty Ltd*

→ Avoid any other source, and if you have any doubts on the authenticity of Petzl products, please contact us.

→ We remind you that selling PPE (personal protective Equipment) may hold the seller liable.

Your vigilance and your professionalism, together with our action plan, will allow us to cut off this source before it becomes too extensive and floods our markets with illegal copies, which put our clients' lives at risk.

Thank you in advance for your help in this matter.



Judith Bateman
Director

Spelean Pty Ltd
PO Box 645
Artarmon 1570
Australia
petzl@spelean.com.au