



H.B. Fuller

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06/08/2013

Dear Sir/Madam,

AU \$ Devaluation seriously impacts raw material cost

The recent devaluation of the dollar is now seriously impacting the cost of raw materials used in the manufacture of adhesives, silicones sealants & fillers.

During the past two years the strong currency has had a positive effect on mitigating a good proportion of increases in raw material cost caused by supply and demand issues. Prices would have risen much higher without the strength in the dollar. Unfortunately this seems to have come to an end.

Whilst the lower dollar will have an impact on current cost we believe that in the longer term it will assist our economy making manufacturing more competitive in export markets and raising the costs of imported finished goods, allowing for increased local competition against these imports.

As a result of this current situation regrettably we need to apply increases across our product categories. Your new pricing is attached, effective 07/10/2013.

We will continue to work hard to provide additional value to you. Please do not hesitate to discuss with your H.B. Fuller Territory Manager ways in which we can assist in moving forward.

We appreciate your support and assure you we will continue to work hard in supporting your business.

Yours faithfully,

David Santamaria
National Sales Manager – Construction Australia
H.B. Fuller Company

