



Wayne Richardson Sales

Ltd A.C.N. 005 319 666
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www.wrsales.com.au

PRICE INCREASE NOTIFICATION

27th June 2013

Dear Valued Customer

It is with regret that we have to inform you of an impending price increase across the whole range of our imported raw and converting materials that allows our business to offer high quality and competitive prices in the packaging and industrial market segment. The movements are necessary due to the recent decline of the Australian Dollar against the **USD(-13%)** and the **Euro(-14%)** exchange rates.

Whilst we endeavour to keep our operating costs to a minimum, we are unable to absorb such movements without compromising on either our quality or sustainability of maintaining our converting operation here in Australia. We therefore ask that you faithfully understand our position and please be assured that we are monitoring the volatility of the currency exchange closely and should it correct itself over the next month we will adjust accordingly.

The categories affected as of 2nd August 2013 are:

TAPES: Packaging - 8%, Masking - 9%, PVC - 8%, Protection - 7%, Filament - 6%, Cloth - 7%, Splicing - 9%, VHB - 3% and Specialty - 9%

STRETCH: Machine - 8%, Hand - 7%, Pre-Stretch Films - 5% and Ventilated Film - 12%

STRAPPING: PP Machine - 8%, PP Hand - 7%, PET - 10%, Tools - 9% and Clips - 7%

LDPE FILMS: Imported lines - 8% and Local - 5%

BAGS: Polythene - 8% and Reclosable - 6%

DISPENSERS: All - 8%

FAXED

Over the coming weeks your individual sales person will discuss with you the likely impact to your business and the possibility of offering alternative ways to minimise the impact. We are confident that you will continue to be pleased with our quality products and superior service levels, even in light of these new prices to be reasonable and competitive.

We trust you will remain loyal to our business and we look forward to a strong business relationship together as we all endure these tough and uncertain economic times.

Should you wish to discuss this further please do not hesitate to contact your local salesperson.

Yours sincerely,

Gavin Walsh



Wayne Richardson

National Sales Manager

Managing Director

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