

Monday, 29 July 2013

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Re: Price Increase Notification 1st October 2013

As you are no doubt aware, the Australian Dollar has depreciated against the US Dollar in the past 3 months. Since April, the Australian dollar has dropped over 14% compared to the US Dollar.

Even as a local manufacturer, we have a number of key raw materials that can only be sourced from overseas or are linked to the US dollar. We have been monitoring the dollar closely and have absorbed the impact up until this point but as it now appears to be a structural change, we are unfortunately unable to continue to absorb these costs. As a result we are seeking to recover these via a market price increase that will be effective the 1st of October 2013.

To minimise the impact on your business we have structured the price increase into two parts

1. A weighted average increase of 3.2% on the following product:
 - Zips (RoofZips, Cyclonic Zips, Ripple Zips and Designer Heads)
 - Series 500
 - Stainless Steel
2. A weighted average increase of 4.6% on all other products.

This price increase does not reflect the full magnitude of currency depreciation, however, we have, and will continue, to work with our supply partners to minimise the impact.

We greatly appreciate your understanding of the reasons for this price increase and confirm our ongoing commitment to invest in innovation and our overall value offer for all products and services that we provide Aerofast.

Thank you for your continued support.

Yours faithfully,



Shane Quinlan
National Sales Manager

