

1st September 2021

Hi Robert,

Since our last communication we continue to face significant increases in our market inputs. This is highlighted daily in the media.

As a result of increases in raw materials, container costs and a worsening of exchange rates, it has become necessary for the business to apply a price increase.

% Change Since Last Price Change	
Aluminium	+12%
Fibreglass	+10%
Steel	+4%
Exchange Rate USD/AUD	+4%
Ocean Freight	+108%

The impact of these inputs is that we will need to implement a 12.0% price increase that will become effective on the **1st October 2021**. I should also notify you that A full recovery has not been passed on, from the cost increases Werner is bearing. I also attach the Shanghai Metal Exchange Rates performance for your perusal.

WernerCo globally continues to review our sourcing arrangements and supplier partnerships in an effort to minimize the impact on customers and pricing.

Cost drivers will continue to be monitored and should there be any significant changes we will advise.

Attached is your new price list and please do not hesitate to contact me if you have any questions on 0412 723 264. I will get your Price File to you early next week.

Kind Regards,

Paul

Paul Scanlon

National Sales Manager