

12/03/2021

Dear Valued Customer

These last 12 months have been a very challenging time for many businesses. Changes in the marketplace having a significant and continuing impact on our business are:

- raw materials price increases,
- supplier price increases,
- air and sea freight price increases and significant time delays,
- a volatile exchange rate, and
- uncertainty within the global economy.

Earthtrack have endeavoured as much as possible to absorb these additional costs, while we work hard to deliver a high-quality product to our customers when they need it. However, in the new year, with additional price increases affecting much of our range, it has become a necessity to implement a price increase of up to 8% on some product lines where affected.

This is effective for orders placed on or after 1<sup>st</sup> April, 2021.

We are very conscious of the impact this price increase will have upon our customers and regret the short notice. We will honour existing quotes ordered prior to the effective date of the price increase and that we remain committed to working with you as a reliable and competitively priced supplier through this time.

Although we cannot guarantee this will be the only price increase, we will need to introduce due to the volatility in our market, please be aware this is only a portion of our cost increases after not passing on any significant increase in 2020.

Thank you for your ongoing support. Please contact our office or your sales rep if you require further details or to discuss your account.

Yours sincerely,

Barry Bloomfield  
CEO