



## ULLRICH ALUMINIUM PTY. LTD.

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Dear Valued Client,

### Price Increase Effective 16<sup>th</sup> June 2014

In the past 2 years there have been a number of events that have directly and indirectly impacted our industry and economy.

There has been a number of changes to the local supply of aluminium billet (raw material for consumption used in our extrusion processes). This included the closure of the Kurri Kurri (NSW) smelter, which meant that our Australia HEZ extrusion plant was no longer self-sufficient for local billet supply, and as a result Australian extruder's needed to source billet both domestically and from overseas. Downstream impact from events has seen increases in billet premium charges and a reduction in trading terms from smelters.

A rapid rise of these billet premiums, which have to be considered in addition to the overall LME, compounded with continual increases in, but not limited to, energy, labour and freight costs, have placed significant pressure on our Trans Tasman production cost base. As you may be aware, other competitors have had price increases this year.

Whilst we have attempted to do our best in managing these price increases internally through a series of increased plant efficiencies, and other activities, but at this point, we can no longer buffer customers from these rising input costs, and are forced to pass along a modest increase. As a result, the following price increases will be made, effective from 16<sup>th</sup> June 2014:

- Aluminium extruded products \$0.10/kg
- Powder Coating \$0.20/m<sup>2</sup>
- Anodising \$0.30/m<sup>2</sup>
- Knotwood Woodgrain finishes P.O.A.

All orders must be received, confirmed via an order acknowledgement and shipped by 5.00pm Friday 13<sup>th</sup> June 2014 to be invoiced at current pricing. Any confirmed orders placed prior to today's date with confirmed ship dates will be honoured at your current price. Any new orders received or shipped after 13<sup>th</sup> June 2014 will be invoiced at the new price.

I/we would like to extend our appreciation of your continued loyalty and support, and thank you for your understanding. We look forward to serving your future aluminium extrusion and product requirements.

Yours sincerely

A handwritten signature in black ink, appearing to read 'Gilbert Ullrich'.

**Gilbert Ullrich**  
CEO

A handwritten signature in black ink, appearing to read 'Simon Williams'.

**Simon Williams**  
National Manufacturing Manager