

Monday, 23 September 2019

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## Price Increase Deferral Notification

Dear Customer,

We recently notified you of a 1<sup>st</sup> November 2019 price increase on a limited range of our extruded pipe products to help offset rising input costs. However, during the notification process we have listened to your concerns about the timing of the increase particularly regarding summer trading blackouts. We also understand your preference for one increase rather than splitting into two increases in Nov 2019 and March 2020 and duplicating effort.

Therefore, to help minimise the impact on your business whilst still recognising the cost pressures that we are facing, we have decided to defer all increases **until Monday 2<sup>nd</sup> March 2020** where a broader price increase will be implemented across our full product range as indicated in our previous communication.

In the meantime, we will endeavour to do everything possible to reduce our operational costs however rising domestic labour costs and recent events in international trade continue to put significant additional pressure on our business.

The below table indicates the average price increases with item-level variances occurring within each product range.

Product Ranges	Increase %
Polyethylene Pipe and all associated fittings including Akavent® and Akasion HDPE Drainage	4.0
Corrugated PE Drainage - Drainflo®/Draincoil® and Fittings	4.0
PE Power Duct and Telecommunication Duct	4.0
Rainwater Systems & Accessories (incl the Marley Stratus Design Series®)	4.5
Cable Management Systems - Arma® Rigid Conduit, Flexible Conduit, Trunking & Air Con Duct	4.5
uPVC Non-Pressure Pipe & Fittings - Optim® DWV, Stormline® Stormwater, Agriduct® & Access Pits	6.5
uPVC & mPVC Pressure Pipe and Fittings - Series 1 and Series 2	6.5
uPVC Power Duct and Telecommunication Duct and associated fittings	6.5
Solvent Cement and Lubricants	6.5

Please note that the above increases will apply to all deliveries made on or after Monday 2<sup>nd</sup> March 2020 and will also apply to all contracts pricing from Monday 2<sup>nd</sup> March 2020.

Full price files and electronic price books will be provided prior to the increase taking effect. Should you require any further information please contact your Marley Territory Manager or Sales Manager.

We thank you for your understanding and appreciate your ongoing continued support.

Yours faithfully,



Sean Waddell  
General Manager – Sales and Marketing