



30th July 2018

Dear Valued Customer

As you are aware from our previous correspondence, there is a global shortage of Nylon 66 (the key component in Cable Ties and Nylon Glands). In January, BASF declared a *force majeure* resulting in escalating costs of these products. These increased costs necessitated a price rise of 10% that took effect from the 1st of May, 2018.

Whilst we continue to secure product to meet market demand, costs have continued to escalate by over 35% since early 2018. We have absorbed some of these increases to date, however it is now necessary to increase our trade price for Cable Ties and Nylon Glands.

Accordingly, and under the terms of our trading agreement we announce a 15% increase effective the 31st of August, 2018 on all nylon affected products. This price rise will also be applicable to current active contracts and future contracts.

Yours sincerely



Chris Grawich
General Manager Cabac