



31st May 2017,

John McKay
Middendorp Electric

TO OUR VALUED CUSTOMERS

Dear John,

In accordance with the conditions of our trading terms, I hereby advise we will be implementing a 4.8% increase across all product groups effective from the 1st of July, 2017.

As you would be aware, Cabac's last price increase was almost two years ago. Since that time, we have experienced significant increases from our suppliers relating to copper and polymers. Whilst we have endeavoured to offset these increases in other areas of the business, it is now necessary to amend pricing to reflect some of these costs.

Attached are product group and trade price master-files which will indicate the changes by category and line. As previously notified, adjustments to the special nett prices that apply to your business will also be covered in this notification. All state based special pricing will also be moved in line with the increase, with contract and project pricing moving up on quotation expiration.

Thank you for your continued support.

Yours sincerely



Chris Grawich
General Manager Cabac