



22<sup>nd</sup> May 2018

Middendorp Electric Co. Pty Ltd  
372 Victoria Street  
BRUNSWICK VIC 3056

**ATTENTION : ANTON MIDDENDORP**

Dear Anton,

***Re: 1<sup>st</sup> August 2018 Price Changes – Cable Glands***

We wish to advise you of a price increase across our range of Nylon Cable Glands, effective from 1<sup>st</sup> August 2018.

The increases (averaging 13%) have been passed on by our suppliers, and relate to changes in material costs. In particular, Nylon PA66 (the main component) has sustained multiple cost increases over the last 6 months, with many manufacturers declaring Force Majeure.

For your reference, attached are examples of various announcements from the Nylon manufacturers.

Please find attached new pricing details for updating your database.

Should you have any queries regarding the above, please do not hesitate to contact me on (02) 9675-0201.

Yours faithfully,

A handwritten signature in black ink that reads 'Trevor Bell'.

**Trevor Bell**  
General Manager