

# Cable Pricing Adjustment Notice



Dear customers,

As most of you are already aware, raw copper costs have increased significantly over the last 3 months.

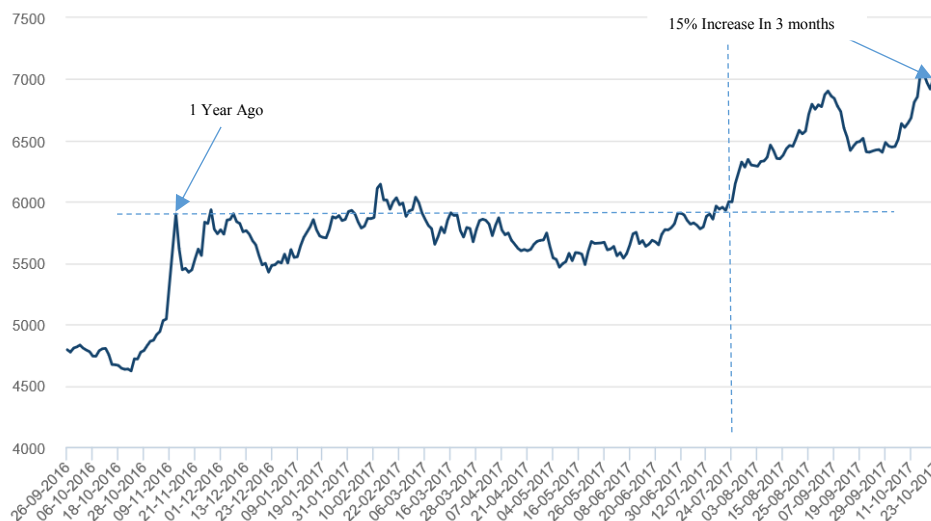
In fact they have increased more than 15%!

The graph to the right represents the LME Copper USD/Tonne for the last 12 months.

At Mekolec, we try very hard to keep our pricing on our cable products as stable as possible.

However, with such a significant change in copper costs, as our new stock arrives, we are experiencing significant increases and we cannot sustain current pricing.

## LME COPPER HISTORICAL PRICE GRAPH



Unfortunately this means there will be a price increase at the start of November. (As other manufacturers already have)

**Effective November 1, 2017 - Prices for ALL NEW CABLE ORDERS will increase.**

What does this mean for you ?:

We have tried to keep the cost increases to a minimum but in broad terms whether you buy our product direct or through a wholesaler:

- **Red TPS cables:** Will increase by approximately 4 to 5 Cents per Metre
- **Fire Rated Detection cables:** Will increase by approximately 6 to 8 Cents Per Metre
- **Fire Rated Power Cables:** Will vary on copper content and will be quoted on a per order basis.
- **Existing orders:** Orders in our system for delivery Oct/Dec 2017 will be honored at current pricing.

Your Mekolec account manager will be able to update you on your specific bulk pricing deals or for specific cables of interest.

We will continue to closely monitor the situation and keep you advised.

Hopefully we can review downwards in Q2 2018.

Thank you for your understanding and continued support of Mekolec.

Marc Golland | Branch Manager

