

19-06-19

## Price Increase commencing 1 August 2019

Dear Valued Customer

As of 1 August 2019, CWC will be issuing a new price list with the following:

1. Price increases on many products, but some remaining the same or reducing
2. Many new products added
3. Obsolete products removed.

If your company has special nett prices that have been set for various products or ranges, then these may or may not be subject to the same increases. The list of specific special nett prices for your company will be communicated to you separately in due course.

CWC's last price list was issued 3 ½ years ago in February 2016. Since then we have had several increases in raw material cost, increased prices from suppliers (locally and overseas), increase in labour cost year on year, as well as the devaluation of the Australian dollar adversely affecting the cost of imported parts.

In order to provide some pressure relief on continually reducing margins we continually embark on cost saving initiatives, such as:

1. Purchasing raw materials in bulk, or on annual call off basis to ensure the lowest possible purchase price
2. Automating production as much as possible by investing in automation equipment
3. Reducing production lead time to alleviate stockholding of complete systems

However, after 3 ½ years of static pricing to our customer base, we have maximised the cost saving initiatives, whilst dealing with continually rising costs. Hence, in order to compensate somewhat, we have no option but to apply a modest increase to many of our product ranges.

Price increases on major product lines are envisaged to be capped at 3%

Early August you should receive a copy of our new price list together with a discount schedule. If you do not receive this by mid August 2019, please e-mail [sales@cw.com.au](mailto:sales@cw.com.au)

Kind regards  
CWC Management