



23<sup>rd</sup> March 2020

Dear Customer

We find ourselves in very uncertain times. I am sure that you share our concern for the current worldwide situation and the situation we face at home in Australia.

As you are no doubt aware, the AUD has made substantial losses over the last month. This rapid devaluation has resulted in a drop of up to 15-20% AUD vs USD and AUD vs EURO.

Given the magnitude of the change, this has unfortunately forced us to increase on our imported products. This decision has been delayed in the hope that the AUD will recover, however it is evident that this will not happen.

Please be assured that **we have not used this as an opportunity to increase our margins.** The price increases will only be made to the imported products to the same extent as Australian Dollar has slumped. Prices on Australian Made products will remain the stable.

The exchange rate is monitored regularly, and when the AUD recovers and stabilises, PLP will reduce pricing accordingly.

Quotations and yearly pricing will be reissued over the next few days. In the meantime, I encourage you to please check pricing with our team before placing orders.

Please note: all quotes are subject to exchange rate fluctuations. If the AUD continues to devalue then we will be forced to adjust pricing again.

Yours Sincerely

**PACIFIC LABORATORY PRODUCTS**

Liz Wilde

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