

RE: PRICE INCREASE NOTIFICATION

We are writing to inform you of an impending price increase so that you have adequate notice to manage these changes in your business.

The Government's housing stimulus has resulted in greater demand for finished steel products. Strong demand, raw material price increases, and supply chain disruptions during the COVID - 19 pandemic have combined to push the price of steel up globally.

The overall price increase of a Katana piling job, including installation, will be 15 - 20% starting 1 November 2021. Your Katana Representative will discuss your specific price increase with you.

Please note that our costs have increased 30 – 40% and we are sharing the load with you. The Katana pile is an Australian produced and manufactured product, and we have been able to secure long-term supply from the local mill and local fabricator.

However, as global demand for steel continues to escalate, we predict another price increase between 5 - 15% around June 2022.

Please be advised that any previously issued quotes that are older than 30 days, or jobs that are to be installed after 1st November 2021, will have your price increase applied.

We want to thank you for your support. Our team is working hard to ensure your jobs go ahead as planned and any impact from the price increase is minimised.

If you have any questions, please contact your Katana Foundations Representative.

Kind Regards

Peter Phillips

General Manager