

20th January 2010

Fletcher Insulation
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Dear Fletcher Insulation Customer,

RE: PRICE INCREASE – 1st April 2010

We wish to advise that on the **1st April 2010** Fletcher Insulation will be increasing the prices of its products. The level of the price increase will vary across the range of our products in an effort to ensure we create a direct link between our cost increases and our selling prices.

In preparation for these increases we have undertaken an extensive review of our raw material suppliers, manufacturing methods, finished goods suppliers and distribution methodology. In this review we found we were unable to fully mitigate the effect of:

- ❖ Energy costs that have increased significantly this financial year, in particular electricity. (We use electric glass melting technology at all of our plants)
- ❖ Recycled glass costs.
- ❖ Ancillary raw materials
- ❖ Labour

As a result, the following increases will take place:

Glasswool Insulation batts: R 1.5 – R 3.0 (excl. Acoustic)	2%
Glasswool Insulation batts: R 3.5 – R 6.0 (excl. Acoustic)	5%
Acoustic batt products (all)	5%
Roofing Blanket, plain and foil faced (all)	4%
Glasswool Industrial boards and rolls (20 kg/m³ and higher density)	5%
Reflective Foil insulation products *	2%
Laminate and Coating products (except Chicken bag product)	4%
Polyester insulation products (all)	9%
Ancillary (bought in) lines (incl. support mesh, tapes etc) **	7%

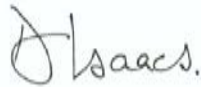
- There will be **no price increase** on SisalTuff™, InsulBubble™, or InsulMist.
- **NB:** There **will be no price** increase in Roof Rack™®

** Check with your local representative: includes Sectional Pipe Insulation, (SPI).

An all new format Product catalogue is being printed, along with customer specific pricing schedules. Please note we will be moving to a **single product catalogue** and sections of this price book will be downloadable in pdf from our website.

If you have any questions in this regard, please contact your local Fletcher Insulation Territory Manager on 1300 65 44 44. Thank you for your continued support.

Yours sincerely,



David Isaacs
General Manager
Fletcher Insulation

Sandy McKay	National Sales and Marketing Manager :	0407 937 396
Phillip Gould	National Key Account Manager :Retail	0418 323 641
Andrew McPherson	National Key Account Manager : Roofing and Industrial	0458 252 411
Grant Tenni	Regional General Manager : Qld and NT	0437 495 791
Kerry Skellern	Regional General Manager : NSW and ACT	0418 169 210
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