



Dear Valued Customer,

24 November, 2011

Re: Price increase – Concrete, effective 2 April, 2012

In keeping with our commitment to provide you with as much notice as possible of any increase in the price of our products and services, we would advise that effective Monday 2nd April, 2012, the price of all strength grades of concrete will increase by \$15.00 per cubic metre plus GST.

Whilst we continue to drive for productivity and cost improvements throughout our business, increases in the costs of most inputs and the need to reinvest heavily in the business to ensure that we remain a supplier that you can trust have necessitated that we increase our prices at this time.

We hope that this extended notice will enable you to take account of the increase in your tenders and contracts.

Attached to this letter are the Surcharge and Testing schedules that will also be effective from Monday 2nd April, 2012.

We at Excel Concrete do appreciate your business and look forward to an ongoing relationship.

Yours sincerely,

A handwritten signature in black ink, appearing to be "Craig Bailey", written over a circular stamp or watermark.

Craig Bailey
Manager
Excel Concrete Pty Ltd