

1 February 2018

ICI Dulux (Pty) Limited
Price Increase 1 April 2018

Dear Valued Customer

Firstly, we would like to thank you, our loyal customer, for your support during 2017. Your devotion towards AkzoNobel enables us to grow from strength to strength as a trusted supplier in this competitive local market.

This letter serves as confirmation of our pending price increase which will take place on 1 April 2018.

Unfortunately, due to rising input costs and inflationary pressures, we have no choice but to increase the prices of our products. Please note that all orders processed either on or after 1 April 2018, will be invoiced at the new increased prices. We therefore recommend that you place your March 2018 bulk orders early in the month to avoid disappointment during the month end rush.

Your AkzoNobel representative will be in contact with you to discuss the percentage increase in due course.

We would like to thank you for your understanding and on-going support. We look forward to working together in entrenching our mutually beneficial business relationship.

Kind Regards,



JOHANN SMIDT
 Business Director Sub Sahara Africa
 ICI DULUX (PTY) LTD

1 Februarie 2018

ICI Dulux (Edms) Bpk
Algemene Prysverhoging 1 April 2018

Gewaardeerde Klant

Eerstens, wil ons u as lojale klant bedank vir u ondersteuning gedurende 2017. U toewyding teenoor AkzoNobel maak dit vir ons moontlik om van krag to krag te groei as 'n betroubare verskaffer in hierdie kompeterende plaaslike mark.

Hierdie brief dien as bevestiging van ons komende prysverhoging wat sal plaasvind op 1 April 2018.

Ongelukkig, weens stygende insetkoste en inflasie druk, is ons genoodsaak om die pryse van ons produkte te verhoog. Neem asseblief kennis dat alle bestellings wat geprosesseer word op of na 1 April 2018, teen die nuwe verhoogde prys gefaktureer sal word. Ons aanbeveling is dus dat u Maart 2018 massavoorraad bestelling vroeg in die maand geplaas word om sodoende die maandeinde toeloop te vermy.

U AkzoNobel verteenwoordiger sal binnekort met u kontak maak om die persentasie verhoging te bespreek.

Dankie vir u getroue ondersteuning. Ons sien daarna uit om verder voort te bou op hierdie wedersydse voordelige besigheidsverhouding.

Vriendelike Groete,



JOHANN SMIDT
 Besigheids Direkteur Sub Sahara Afrika
 ICI DULUX (EDMS) BPK

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