

Dear Valued Customer,

**Subject:** Rack Technologies price increase 15<sup>th</sup> March 2021

I would like to start this letter by thanking you, our customers, for your ongoing support and business over many years. In particular over the tumultuous year of 2020 we appreciate the continued support and hope for a productive 2021. Unfortunately, during 2020 there were increases to our costs that remain in 2021 therefore Rack Technologies will need to issue new price lists commencing in March 2021.

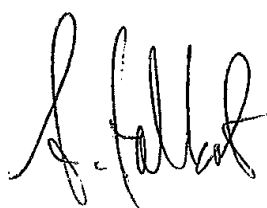
Since the last price adjustment by Rack Technologies there has been an increase in production costs and significant increases in freight and port charges. In the case of freight charges the costs on overseas freight into Australia have increased by over 300%.

From the 15<sup>th</sup> of March 2020 we will be increasing our prices by between 4% - 7%.

New price lists will be issued by the end of February.

Rack Technologies remains a high quality importer and local manufacturer of Racks and Cabinets and genuinely appreciate the strong relationship we have with our clients.

If you have any further questions please don't hesitate to contact me on the details below.



**Adam Talbot**

**General Manager, Sales & Marketing**

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