



Brilliant Lighting (Aust) Pty Ltd
A.B.N. 37 006 203 694
956 Stud Road (off Kingsley Close)
(P.O. Box 2529)
Rowville, Victoria, Australia, 3178
Ph: 03 9765 2555
Fax: 03 9765 0277
Email: sales@brilliant-lighting.com.au
Web: www.brilliantlighting.com.au

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Dear Brilliant Lighting Customer,

Subject: New March 1st 2022. Price Rise and price changes

In the last 9 months since Brilliants last price change, the business has been impacted with a considerable number of cost increases. These are due a number of factors:

1. Increased costs of raw materials in China.
2. Continued increases to freight costs and port fees caused by the reduced number of vessels available due to Covid-19. This is at an all-time up to **500% higher than 2 years ago.**
3. Price increases being passed on from factories

To date Brilliant has absorbed the majority of the impact, however, we are now in the position where we cannot sustain the direct effect on our cost of business. Hence, we are notifying you of the implementation of a price rise as effective 1st March 2022.

The new price list file will be sent to you in the coming fortnight for system implementation.

This new price list is to become **effective as of 1st March 2022** and all **contract pricing agreements** will need to be reviewed with your Brilliant sales support contact in anticipation of the pending price rise.

Please note: we will honour any current quotes received within the last 30 days, and also any contractual implementation periods for price changes where applicable. (as per trading agreements). We do suggest though, that for all volume and project quotes going forward, you seek updated pricing from your Brilliant Representative.

The price rise average is 5% across all categories.

This action enacted to provide you the best possible pricing, and enable Brilliant to continue to provide great value merchandise, in a difficult trading time.

We trust that you understand and accept this action, and this is a uniform increase to **all customers and channels of our business.** We thank you for your valued support and we will continue to provide you the latest products at the most competitive prices.

****NOTE: The March 2022 Price list will supercede all previous price list files.**

Regards,

Colin Goldman | Chief Executive Offer