

Hytronic SA (Pty) Ltd.

Flameproof Equipment

(Level 2 BBBEE)

www.hytronic.co.za

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Company Reg No: 2018/215265/07

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03 May 2022

Purchasing / Procurement Department

Attention: To whom it may concern

Re: Pricing Increase

Dear Sir / Madam,

Herewith attached is our new Price List effective from 1st July 2022 until 31st December 2022.

As you know, raw material prices have sky-rocketed over the past 18 months and there does not seem to be any tell-tale signs of stabilisation in the near future.

For the past 30yrs, Hytronic has kept its Price Lists valid for a minimum of 12 months, some years 18 months and some even for 24 months. However, due to the uncertainty of the current markets, we will unfortunately only be able to guarantee the new Price List for 6 months. We will review the prices in 6 months' time and if possible, we will continue hold them for a further 6 months (this is the aim).

In order to help keep our prices as low as possible, we have not included any labour, electricity or fuel increases into the new costings, purely raw materials.

Below are some of the average increases we have incurred since our last Price Lists costing.

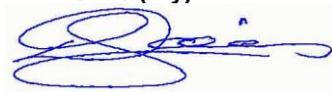
Steel (Billets)	- Average 55%	Steel (Laser / Plasma)	- Average 74%
Steel (Brackets)	- Average 30%	Steel (Fasteners)	- Average 18%
Copper	- Average 80%	Aluminium	- Average 40%
Brass	- Average 33%	Stainless Steel	- Average 45%
Chemicals	- Average 20%	Glass	- Average 8%
Nylons	- Average 20%	Packaging	- Average 100%
PCB's	- Average 16.75%	Electroplating	- 17,65%

I am sure that you are also aware of the PCB component shortages that has been affecting industries over the past few years. With PCB Components going up anywhere from 300% to 800%, and lead times from 4 weeks to anything up of 180 weeks (not to mention that pricing and lead times change numerous times in a day), costing and planning have become extremely difficult.

However, we have had discussions with our PCB manufacturers regarding and have entered agreements to secure stock for most of our products for the next 12 months. Thanks to this pro-active bulk buying, the PCB average increase was only 16.75% and not higher, and not to mention that the PCB prices will be secure for the next 12 months as should the supply.

We would like to take this opportunity to thank you once again for your continued support and look forward to growing our businesses further together.

God bless,
HYTRONIC (Pty) Ltd.



Donovan Souvaris
(Director)



John 14:6 - "I am the way, the truth and the life. No man shall come to the Father, but through Me."

Director: DD Souvaris