



20<sup>th</sup> June 2017

Good Afternoon John,

I can confirm that we have been subject to unprecedented price increases on chemical raw materials during the past 18 months.

The rising cost of TDI has been the main driver behind this , although MDI and Polyols have also been increasing in recent months too.

The key chemical suppliers have struggled with a number of issues reducing their capacity, including upstream supply problems, plant accidents and shutdowns.

As a result, we had no option but to raise our selling prices on five occasions this year

4<sup>th</sup> July 2016, 21<sup>st</sup> September 2016, 26<sup>th</sup> November 2016, 3<sup>rd</sup> April 2017 and this latest increase on 26<sup>th</sup> June 2017.

Confirmed increase is 9% on all PU foam block (excludes recon) with effect from 26<sup>th</sup> June 2017.

I understand price increases are never welcome, and if you have further questions, please don't hesitate to contact me.

Regards  
Danny

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