



28 September 2021

Dear Valued Customer,

## Agile Pricing Policy - Update

As we continue to manage costs wherever possible and minimise any price increases, the current unstable global supply chain, increases in key raw materials and transportation costs mean we need to re-introduce agile pricing.

We have been consistently reviewing our pricing whilst absorbing increases where possible, however we are now reaching a position whereby we must reintroduce our agile pricing policy to specific key lines.

We remain committed to ensuring Beeswift provides competitive pricing and would hope certain lines could be reduced when costs begin to fall.

Although we recognise the impact for all customers of operating an agile and variable pricing policy, we do believe it is the best way to ensure we remain competitive as circumstances change.

Your ASM / BDM will be in regular contact to discuss those lines impacted.

We appreciate your understanding and value your business.

D R WASHBOURNE Chief Commercial Officer