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To whom it may concern

### **Supply status during the coronavirus pandemic and the Brexit transition process**

With 2020 having become a year of adversity, we've prepared this statement in response to customer concerns regarding our ability to maintain uninterrupted supply of our products (primarily FERBOX continuity strip and Telescopic Connectors) especially in relation to potential disruption caused by the coronavirus and Brexit. All information is current at the time of writing.

The key influences on our business are a) where raw materials originate, b) inbound transportation logistics, c) the performance of our own supply chain, and d) our local ability to manage adversity. Each are briefly commented upon as follows:

#### **Raw materials origin**

Our principal supplier of reinforcement (for FERBOX) is UK based and manufactures 100% from steel scrap, sourced exclusively from the UK. Regular updates from the mill confirm uninterrupted supply.

Our supplier (converter) of galvanised sheet (for FERBOX) is also UK based. The coils are sourced from top-tier European mills, which provide ample flexibility of supply options.

Our supplier of special steel sections (for Telescopic Connectors) is based in Norway (our sister operation Invisible Connections AS) with established options to source from other Nordic countries.

Our supplier of HDPE (for REDiBOX) is UK based and maintains flexibility of options for the granules used.

#### **Inbound transportation logistics**

For imported materials, we use the services of global transport and logistics operator, DSV, who keep us regularly informed of changing regulatory importation requirements (of which we maintain compliance) and any potential service disruptions. To date, no serious difficulties have been experienced across the routes we use, which do not appear to be unduly sensitive to delays caused by import formalities, nor the coronavirus.

#### **Performance of our own supply chain**

We enjoy long-term relationships with our principal material suppliers, who we treat with respect. As such, we are used to very good service levels. Our enquiries regarding potential disruptions caused by the coronavirus and/or Brexit have reassured us that no major disruptions are foreseen, although this is always stated alongside the caveat that future potential lockdown measures could be imposed by any European government, of which the consequences cannot be fully determined.

## **Our local ability to manage adversity**

Notwithstanding any UK government directives which may prevent us from working (i.e. at our production facility in Thame, Oxfordshire) we have put in place a series of measures which allow our business to continue to function. These are:

1. Maintaining higher than usual stock levels.
2. Establishing an IT and communications infrastructure to enable home-working wherever possible or necessary.
3. Creating a safe working environment for those unable to work from home (particularly those in our production facility).
4. Treating all employees fairly and respectfully, to maintain commitment and adherence.
5. When necessary, utilising government assistance schemes to sustain workforce during periods of lockdown or weak demand.
6. Preserving sufficient working capital to enable us to exercise flexibility in adverse situations.

## **Summary**

We are constantly in discussions with our suppliers and we continually monitor government advice. We are taking all sensible precautions to protect our business and ensure ongoing supply to our regular customers, whose loyalty is highly valued.

Although none of us can know or anticipate every potential impact which could arise from the coronavirus and/or Brexit in this unprecedented year of challenges, I hope the above information provides reassurance that we have done, and are doing, all we reasonably can to ensure we keep things as close as possible to 'business as usual'.

Anyone with any specific concerns unanswered by this letter is invited to speak to your regular contact or to me direct.

Yours faithfully

A handwritten signature in black ink, appearing to read 'Derek Brown', with a long, sweeping underline stroke extending to the right.

**Derek Brown**  
Managing Director