

# MEMO

To: All Representatives and Customers

From: John Finnegan, Director

Date: August 18, 2021

Re: Lead-Times and Materials

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As many of you may be aware, the materials market is experiencing a very turbulent time. Due to a range of factors, the prices for most materials including steel, aluminum, glazing, door hardware, etc have by rising at an alarming rate. The price escalation has been dramatic, and unfortunately not predictable as to when it will stabilize.

Noise Barriers has been monitoring this price climb and taking measures to mitigate and manage. **However**, in recent weeks even the availability and access to above referenced materials is becoming a challenge. Supply is being spread throughout the demand market and our “allocations” for raw materials are below our current needs and purchased item lead-times are all extending.

Under all of these constraints, NB has been forced to modify most our lead-times, extending delivery dates for many of our products way more than we could ever expect.

Because of the situation, it has been delaying most of our projects. The lead times for our procurement team has been difficult to monitor to say the least. This period is extremely unpredictable and aggressive. Trying to control these issues with material delays has been a challenge. Please know we are doing what we can to expedite wherever we can to get your project delivered as soon as possible. The NB Team will do our best to monitor the situation and try to update you as often as we can with progress of your project.

Lead-times are stated on every quotation based on current information (per product), NB will update actual lead-items at time of order and at time of release to manufacture. We value your business and partnership and will make every effort to mitigate these issues and work with you to navigate it together.