



## A Letter From Selco Management

To Selco Products' Customers,

Over the last year we have all experienced the effects of how COVID changed global supply chain. With the economy starting to rebound we are seeing larger material increases and considerably longer lead times, due to the supply of raw materials and components not keeping up with demand. Selco has experienced significant increases in material and freight costs over the last several months and continues to do so.

Selco has acted as a strong supplier to our customers from the on-set of the COVID-19 pandemic. We are actively monitoring these global challenges and evaluating what risks there could be. We have been absorbing these increases in material and freight, both inbound and outbound, at a very substantial expense.

Effective immediately, Selco will no longer be able to absorb these additional expenses. We will be reviewing each order and presenting applicable surcharges to share the additional material and freight costs. We are hopeful that in the foreseeable future, market conditions will settle down. Please be assured that we will continue to monitor the situation closely and will advise when a rollback in charges or a continuance is necessary.

Lastly, with lead times increasing significantly, any visibility to your requirements for 4-6 months you can share, would be extremely helpful. If you do not have any blanket orders in place, we ask that you review your forecast requirements and get back with us soon. Selco is committed to ensure your orders are on time and in full. As always, we will continue to work with all customers to ensure visibility to each delivery.

Thank you for being a valued Selco customer! We look forward to a productive rest of the year with each of you.

Sincerely,  
Selco Management