



INFORMATION ABOUT THE DELIVERY SITUATION OF THE RAW MATERIALS: ISOPROPANOL AND ETHANOL

Dear Sirs and Madames,

the current situation has an increasing relevance to our business.

We have set three goals for communication with our customers:

We would like you to inform you

- (1) quickly,
- (2) comprehensive and
- (3) honestly.

In the past few days and weeks, we have carried out a detailed risk analysis, which was initially only aimed at China and classified the relevance of the crisis there as safe for our production in Germany.

The situation has worsened considerably since then:

- Announced deliveries have been canceled since last week.
- Purchase prices for raw materials have risen many times.
- The availability has decreased.

Today we would like to inform you about the procurement of isopropanol and ethanol:

- Isopropanol and Ethanol are the basic material of almost all fluxes.
- Isopropanol and Ethanol are also the base material for all disinfectants.

In anticipation of the delivery bottlenecks that have occurred, we have our tanks refilled.

THEREFORE STANNOL IS ABLE TO SHIP!

All confirmed deliveries until the end of April 2020 can be guaranteed and there will be no price increases!

We promise you not to take advantage of the situation and only carry out price increases to the extent that you concern us, because the purchase prices for raw materials are currently much more expensive than a few days ago.

We will keep you up to date with the latest developments!

Please do not hesitate to contact your sales person if there are more questions to be answered.

With best regards from Velbert
your Stannol team