



SUPPLY CHAIN CHALLENGES

TRENDS AND PRICING-2021



MARKET TRENDS

Since late 2020 and through the first five months of 2021, prices for the materials we use to make our ventilation products, including aluminum, steel, and the lumber we use for crating, have seen a sharp increase in cost. In addition, capacity overload for our LTL and TL freight carriers has added delays and an increase in cost.

WHAT WE'RE DOING

Supply chain challenges are affecting all manufacturers, and S&P USA is no exception. It is always a goal to provide you, our customer, a great value and experience when working with S&P USA. We know how important it is to get products where and when you need them.

If you have questions about our products, please reach out to our Tech Support team via [live chat](#), email at techsupport.jax@solerpalau.com, or using our Product Quote form [here](#).

If you have questions about project pricing or a quote that needs immediate assistance, please reach out to your regional sales manager (RSM) or the Export Manager.

WESTERN REGION - [Paul Sneed](#)

CENTRAL REGION - [Jeff Ledsinger](#)

EASTERN REGION - [Andrew Porter](#)

EXPORT - [Hugo Kurona](#)

WHAT YOU CAN DO

We encourage you to follow up on any quotes that are within the 60-day window. To receive the price quoted (including any shipping or fees), it must be released in this window prior to expiration. This can help avoid an updated quote, which may result in an increase in costs.

WHAT WE ASK FROM YOU

- Please have patience if you experience any delays.
- Understand we are doing the best we can with your best interest in mind.
- Process orders as quickly as possible to ensure time to order the necessary parts. With material shortages, the sooner we know, the better equipped to complete the project for you.
- Use [Optisizer](#), our online Fan Selection Software to easily order products, build a fan, download literature or find the latest S&P information. Need a login? [We can help here](#).