



18/11/2018

To Whom It May Concern,

Scattergood & Johnson are a long standing supporter of British Business. As a technical distributor of quality products from Europe and beyond, S&J understand clearly the risks Brexit presents to our Customers.

Whilst the issues surrounding Brexit are beyond our ability to control, it is part of our strategy to help Customers mitigate some of the risks to their supply chain as a result of Brexit.

Regardless of the final deal agreed over Brexit, the key threats S&J have identified and sought to mitigate are:

1. Longer Product Lead Times

S&J are proud to supply 95% of our customer's orders for standard items from stock – changes in the lead time from the suppliers will not affect customer orders shipped from stock.

2. Lower UK Stock Holding's

S&J are **doubling** warehouse storage capacity in contrast to many of our competitors cutting stock. We will ensure we can hold more of what our customers need for when they need it.

3. Price Increases due to Tariffs

Scattergood & Johnson maintain a range of competitively priced, high quality products sourced from within the UK as well as further afield. Should tariffs affect costs, S&J aim to be able to offer customers a suitable item including those from domestic manufacturers.

4. Price Volatility due to Currency Exchange Rates

This issue is not new to Sterling and S&J will continue to handle volatility as we currently do today.

Whilst the times ahead may be uncertain, Scattergood & Johnson will continue to hold significant stock and grow that stock holding to ensure we can continue to fulfil as many customer's orders as possible from stock, and not via back order on suppliers.

Scattergood & Johnson look forward to working with you through this uncertain time and to supporting your business whatever the 29th March 2019 brings. Should you wish to discuss any specific concerns further, please contact your S&J Sales Representative, your local S&J branch or email brexit@scatts.co.uk.

Kind regards,
Scattergood & Johnson Ltd.

Lowfields Road,
Leeds, LS12 6ET
Tel: 0113 243 0203
Fax: 0113 242 0959

91 Holywell Road,
Sheffield, S4 8AT
Tel: 0114 243 1841
Fax: 0114 243 1032

Federation Way,
Gateshead, NE11 9HL
Tel: 0191 460 2233
Fax: 0191 460 1818

Eleventh Street,
Manchester, M17 1SP
Tel: 0161 876 4337
Fax: 0161 876 4339

80, Fifty Pitches Road,
Glasgow, G51 4EB
Tel: 0141 892 0166
Fax: 0141 891 5036

Unit J, Fryer's Close,
Walsall, WS3 2XQ
Tel: 01922 403426
Fax: 01922 497398