

March 2021

Dear Valued Customer,

Comtel is continuously monitoring the development of the global electronics and raw material markets. The current overall market situation is indicating a significant increase in Lead-times and component prices. The number of allocations for electronic components can be expected to increase. Comtel are taking steps to mitigate this situation by increasing inventory levels and bringing in materials earlier than needed. With this e-mail we want to ask for your support to ensure the availability of components and materials for your future demands by considering the following:

- Providing your latest forecast information with as much detail as possible.
- Avoid any requests that would result in a change of component supplier.
- Approval to increase the material demand if a part is under allocation or is hit by severe delivery problems.
- Support in finding and approving equivalent parts from alternative manufacturers for at risk components.

Whilst these steps will help the situation it is still likely that we will face delivery and cost challenges in the coming months.

We will keep you well informed and highlight any specific risks to supply.

With your support we are confident that we can minimize the impact of this challenging situation.

Kindest Regards,



Berthold Michels (President)