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30th October 2020

Open Letter - Brexit

As with most of our customers Glenair UK Ltd continue to watch and monitor the Brexit situation closely as the end of the transition phase (31st December 2020) approaches with the potential outcome/impacts very much an unknown at this time.

Glenair has received many requests for information and details about the impacts Brexit will have on our business, how it will affect our supply chain and what we are doing to mitigate the risk and impact on our ability to meet customer on time deliveries.

In terms of our supply chain and managing risk Glenair UK Ltd generally speaking produces most of its components in house or sources components/finished product from the US with only a relatively small proportion of material coming in from Europe. However, we have been increasing our stocking levels of raw material/components and piece parts in preparation for Brexit as well as stocks of commonly used items that we out source, just in case there are issues with border controls. Where practical we are also building product in advance and putting into stock (naturally we can't do this for all orders but only where practical to do so).

At this time of uncertainty, we believe that we have taken all reasonable steps in preparation for Brexit and to minimise potential impacts within our supply chain and ability to meet our customer needs but it is always difficult to plan for the unknown. Especially with the wide variety of products we produce and limited visibility of demand.

In terms of exporting product some of our customers are looking to take delivery of product early as part of their own risk mitigation plans and we are actively working with customers to facilitate this. Should this be a consideration for your respective company I would suggest that discussions for pull forward requests are done through the normal sales/progressing contacts.

It is also worth noting that the process for exporting our controlled goods (OGEL and SIEL licences) does not change.

There will also be a key change for export shipments as there will be the requirement for commercial invoices to be supplied with all shipments. To reduce the manual input of commercial invoice documentation by the freight forwarder a paperless invoicing solution is being discussed to help speed the process.

As the situation develops and we become aware of any changes that will or likely to impact our supplies we will update this communication accordingly.

A handwritten signature in dark ink, appearing to read 'Shane Wise'.

Shane Wise
Sales Office Manager