

13<sup>th</sup> February 2019

**James Armstrong & Co Ltd and potential 'No Deal' Brexit**

We have heard many things over the last few weeks regarding the potential of a 'no deal' Brexit.

Although this seems unlikely there is the potential this could happen. We wanted to reassure our customers that we have developed a strategy to ensure the continued delivery of products imported from Europe and America, without additional unexpected charges being added to our customers.

In the circumstances of a 'No Deal' Brexit there is the potential that tariffs will be imposed on all goods imported and delays as new border controls are introduced. To counter these potential issues, we have increased stocks of all machines and spares that we import directly ourselves as a distributor. We have also discussed with our UK suppliers who we purchase from to make sure that they are holding adequate stocks to fulfill our orders moving forward.

Due to the stock holding we have of directly imported products, we are confident that there will be little disruption with deliveries to you and the price you pay for the products that you are used to purchasing. Any quotes that you have been given will be honored other than if the rate of VAT is changed by the government. All quotes are valid for at least 30 days. However, special order products could have price increases incurred albeit this would be advised at time of order, and shipping delays which we will advise you of this as soon as we are made aware.

We believe that the plans in place offer us a robust position making sure that disruption is kept to the minimum.

We do advise any customers to contact us if they have any questions or concerns.

Yours sincerely



Simon Quinlan  
Managing Director  
James Armstrong & Company Limited