



Classic Exhibits



**30-DAY
QUOTE POLICY**

Hello Classic Distributors and Partners,

Thank you for sharing your positive news about business. The recent surge is encouraging, and we appreciate all your quotes and orders. COVID has tested us personally and professionally, and we have a long road ahead, but your camaraderie has made it easier!

Now that people are getting back to work, we are facing a new set of challenges. Trucking issues due to driver shortages, increased transit costs, and material supplies. The headwinds are very real as our industry restarts. If you order wood, aluminum, and plastics, you're probably seeing what we're seeing – fluctuating inventories and increased prices.

SUPPLY AND PRICING CHALLENGES

Over the past year, I have worked with the EDPA Advocacy Team on multiple issues, including tariff reform. The effects of the 232 and 301 tariffs on US businesses, especially supply chain businesses, has come to a head just as our great industry is reopening. **Wood for example has increased on average 67% since January. Aluminum has increased between 15-20% just in 2021, and plastic increases are nearing double digits as well.**

There are supply issues as well. Here's an example: Classic recently bought containers of wood sheet goods in transit ("on the water"). We purchased them in advance to secure enough materials for the summer and fall months AND to ensure the best possible pricing. This avoided the standard 10-20% markup had we purchased it once it hit the US port.

We are doing our best to stay ahead of this using the tools we have in our toolbox. As much as possible, we want to minimize the impact of price increases to you and your clients.

That being said, **there will be price changes coming. It's simply inevitable. However, due to our current metal inventory, the impact will be less on aluminum.** But when it comes to wood and plastics, it's a bit of a moving target.

30-DAY QUOTE POLICY

Starting June 1, quotes will be good for 30 days. After that, we will need to look at it again. Quotes with a significant quantity of wood will likely see moderate increases. However, if material prices soften, then we will adjust our calculators to reflect lower prices as well. **Our wood broker predicts the supply issue improve this fall, but the summer months will be a challenge.**

Regarding tariffs, the EU announced a few days ago that it will not be imposing more retaliatory tariffs. Those were to go into effect in June. This gives both sides a chance to discuss making meaningful changes to our antiquated tariff policies.

Sorry for the long note, but I want you to know that we are working hard to minimize the effects of pricing and supply issues as the trade show industry comes back to life.

It's going to be an exciting finish to this year! We are already seeing heavy activity in lightboxes, rentals, and our new Symphony Portable System. Buckle up my friends... and thank you for your partnership with the Classic Exhibits Family.

Be Well. Stay Healthy.


Kevin Carty
EVP