

# HELPING YOU GET AHEAD.

Dear customer

Product availability issues and price increases are a major theme for the building industry right now, it's impacting us and we know it's a real challenge for you. Materials will continue to be available but you may encounter issues when you need something at short-notice, if you can, you should try to plan and order as far ahead as possible. We are working really hard to try and reduce the hassle it is causing you and it's especially important that we provide up to date information to help you better prepare and plan ahead.

## How are we doing this?

We write to customers each month with an update on price increases affecting products you buy regularly. Where possible, this will give you a month's notice of the price going up. Monthly, we also provide information on supply chain challenges that may be impacting lead-times. We have also created a dedicated link – [jewson.co.uk/supplier-updates](https://www.jewson.co.uk/supplier-updates) where we publish relevant updates from our suppliers.

## Why are there challenges with availability and prices of building materials?

There are a number of factors cited by our suppliers. Timber, for example, which is a globally traded product is the result of significant increases in demand from the American and Asian markets. This has caused an increase in the prices of many products, including those that contain timber (for example, some hand tools). The more recent increases in price for cement products comes from the costs imposed on businesses that have to purchase carbon allowances, by the UK Government. This has resulted in a number of companies adding an environmental surcharge. Other factors causing price and availability issues are the significant increase in demand for materials generally, increased cost and shortages of raw materials, reduced access to freight, the increased costs of implementing Covid-related safety measures as well as changes to the production processes.

## Helping you to manage project costs

To help you better understand the scale of these challenges at a project level, using our Build Aviator Estimating service, we have applied the price increases to give you an idea of what the impact has been since January 2021 (this includes supplier price increases that come into effect on July 1st 2021). These are illustrative prices only and are not the prices you will necessarily pay. They also exclude any profit margin and labour rates you would add.

PROJECT	INCREASE % MATERIAL	INCREASE £ MATERIAL	MATERIAL TOTAL BEFORE	MATERIAL TOTAL AFTER	FLOOR AREA
New detached house 179m <sup>2</sup> floor area	8%	£6,900	£72,000	£78,000	179m <sup>2</sup>
Single storey extension	14%	£1,500	£11,000	£13,000	15.9m <sup>2</sup>
Double storey extension	8%	£3,100	£38,000	£41,000	96m <sup>2</sup>
Loft conversion	10%	£1,900	£20,000	£22,000	37m <sup>2</sup>
Large renovation	8%	£4,100	£55,000	£59,000	76m <sup>2</sup>
Garage conversion	15%	£700	£4,000	£5,000	36m <sup>2</sup>

**How can we work together?**

It won't fix everything but talking to us as much as possible in advance about what you need will help. Please talk to your local branch about any projects coming up so that we can price projects up early and indicate potential lead time issues. And please order your materials as early as possible.

Take advantage of our Build Aviator Estimating service for new Build or Extension projects or Aviator Lite for small building projects. Our estimators, many of whom are ex-trade, will work with you to:

- Find alternative products to help keep your project on track
- Work out exactly what products and quantities you require to reduce potential issues with over-ordering and waste
- Update your quotations with the latest price increases

We expect there to be further challenges on lead times and more price increases to come so we will continue to share information in advance to help you plan ahead.

**Help us to help you more**

We want to work closely with you to better understand the challenges you are facing. If you have any suggestions for how we can help you, please email us on [customer.feedback@jewson.co.uk](mailto:customer.feedback@jewson.co.uk) or speak to your local branch team.

Yours Sincerely,  
Jewson