



builder + commercial

P 07 3117 25771

E sales@jmahardware.com

Unit 7 / 2 Ant Road Yatala QLD 4207

Dear Valued Customers

18<sup>th</sup> March 2020.

The events of the past few months have been exceptional with the outbreak of the Covid-19 virus in China, with our distance from the outbreak we and the world thought we were immune to this virus, but now we see we were wrong, as it has now spread worldwide and all feel the impact of this virus on every economy. With Europe in lockdown and USA closing its borders, we see the flow on effect with the free fall of the Australian Dollar. Delays in shipments out of Asia, due to the lockdown in China and region after CNY, our restocking has been delayed as well. We have been expanding our sourcing base, to fill our supply chain.

From the 13<sup>th</sup> April we will increase our prices which is a last resort, but due to the increasing costs we have been absorbing over the last 12 months, we find ourselves unable to prolong this further and we will be adjusting our prices by 8% approximately.

What a year 2019 was for JMA Hardware and the building industry in general and we look forward to 2020 being as strong as last year. We have completed so wonderful projects that have highlighted the ability of JMA to provide services and products to the industry that fulfil the needs of every project we were involved in. We have introduced new products and finishes to our existing range. We have watched and waited for the Australian dollar to regain its strength,

We have extended our range of products over the past 12 months and have a few new products to add again over the next 12 months. Our range of 3D adjustable hinges, a first for the Australian market, along with our extended Black finished products. Adding Matt Black Pull handles, Hinges, Magnetic Door Stops, Cavity Latches, Lever handles (With the addition of Austin & Hunter Levers) Commercial Levers & Deadbolts, Door Closers & Commercial Mortice Locks, Cylinders and accessories; Master Slide System & Reverse Barrel Bolts in 200 & 400 mm. Our range has and we will continue to be in the forefront of the industry meeting our customers' demands and requirements.

We look forward to serving you over the coming months, with exceptional service JMA is known for.

Best Regards,

A handwritten signature in black ink, appearing to read 'John Saunders', written over a light blue horizontal line.

John Saunders  
Managing Director

