



NEW SOURCE
CORPORATION

Corporate Office: 7500 TPC Blvd, Ste 1, Orlando, FL 32822

Certifications

AS9100D, AS9120B,
ISO 9001:2015, equivalent to: EN 9120:2018

www.newsorcecorp.com

11/16/22 - RE: Current Hard Alloy Aerospace Aluminum Extrusion Manufacturing Lead Times

& Industry Impending Delays

Dear Valued Customer,

New Source Corporation remains committed to being your leading Supplier of choice for your Aluminum Extrusion needs. We understand the most important aspects in earning your business is continuing to perform at the highest levels in Quality & Delivery. As we strive to build upon our valued partnership with you, part of this is providing regular Industry updates as they occur, particularly if they will begin to affect deliveries of your parts.

As I am sure you are aware, Extrusion Lead Times in the Industry are in unprecedented times. Throughout the entirety of 2022, Small Press lead times have jumped astronomically from approximately a 20-week period up to 45 Weeks+ in the last several months. Some of the more complex Extrusion parts have even seen lead times of more than a 1-year timeframe. As a stocking Distributor, we make our best efforts to plan ahead and maintain high stock levels to support your production needs, as well as keeping adequate safety stock on hand to plan for unforeseen demand. Despite our best efforts at planning, however, there are times in which many external factors may still affect our ability to deliver your product in a timely manner.

This letter is first off to inform you of a recent change in the Industry on current Hard Alloy Aluminum Extrusion Lead Times for new Mill Orders. Additionally, this letter is to also inform you of a uniform delay we are seeing across the board on ***all*** current Open Mill Orders.

Please note, due to a large assortment of issues in the Market, Lead Times will now be pushed out across the board from all Mills. The issues are including but not limited to: Metal Billet Shortages, Geopolitical tensions Overseas, unprecedented Metal demand (Aerospace & non-Aerospace), increased build rates for several major Programs, staffing, overbooking, severe backlogs & delays, as well as other internal issues on the Mill Level.

As of this date, New Source Corporation is quoting all new Mill-Run Orders for Small Press Extrusions at a **65 – 70 Week Lead Time** at a minimum. This means the Mills' order books are **closed** for Calendar 2023. Any new mill orders will not see deliveries until a 2024 date. Please also note, more complex & "specialty" or unique shapes may be subject to Lead Times as high as **85 Weeks**. Please begin to plan your production needs accordingly and note that these lead times may change at any time. When in doubt, always feel free to check with your dedicated Sales Representative at New Source Corporation for the most current & up-to-date lead time for your particular Extrusion in question.

Additionally, I regret to inform you that any Mill-Run Orders you currently have on order with New Source Corporation will now be approximately **2 Months Late** from our current confirmed date to you. This is, once again, due to notices & trends we have received from our producing mills of every Order on our books, which are also running late. I understand this is not favorable news to receive; however, we would rather be transparent with you up-front and accurately manage your expectations. Please note, however, stock Orders will not be affected in any way.

As always, we will continue to monitor all Open Order Reports and we will continue to update you with any changes that may occur. If you have any questions at all or require any further clarification on any Orders in particular, please feel free to reach out to your Account representative and we will be sure to obtain all required information from our producing Supplier as soon as possible.

 DOD-NASA QSLD
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 REGISTERED CORPORATE AND GOVERNMENT ENTITY
 CORP FL CAGE:0YXT0, SAM.GOV ENTITY#UADBNZZHLGG1
 CA CAGE:3E7F7, SAM.GOV ENTITY#CK66FA2FZRG3



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Lastly, in our efforts to mitigate this situation from causing additional delays or binds for your production needs, please know that New Source Corporation is being as proactive as possible. Not only have we increased many of our current mill Orders, but we have also taken it upon ourselves to invest even more heavily in our Extrusion stock. All of our (and your) regular usage parts have been previously placed on Order and re-order points have been shifted well inwards to better account for this time-frame. It is our hopes that we have been proactive enough to mitigate any delivery issues and plan accordingly as we weather this storm together. As of now, we are expecting this Lead Time situation to continue until approximately **Q3-2023**. Again, however, if anything changes, we will continue to keep you updated as this progresses.

As this is quite a bit of information, the key points are listed below in Summary:

New Standard Small Press Extrusion Lead Times (Hard Alloy): 65 – 70 Weeks

Complex / Unique / Specialty Extrusion Lead Times: 85 Weeks (or Longer)

Heavy Press Extrusion Lead Times: 60+ Weeks (Please Inquire Individually & Directly)

All Current Open Mill Orders: 2 Month Delay+ (after current confirmed delivery date)

Thank you for your continued partnership and for your understanding. Please feel free to reach out if there is any other information you need.

Best Regards,

Jamie Barron – Vice President

New Source Corporation

407-977-8488 (ph)

407-977-8399 (fax)

j.barron@newsourcedcorp.com

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