

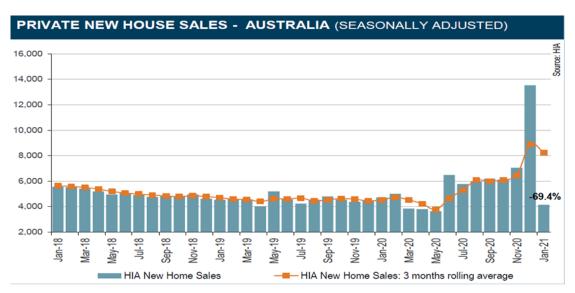
AN OPEN LETTER TO

AUSTRALIAN BUILDERS

Friday 26th February 2021

FTMA Australia, would like to firstly congratulate the Australian housing industry supply chain for their outstanding work, their ability to be flexible and the way they have helped bring Australia out of a recession with the unlikely housing boom in the midst of a global pandemic.

To say the housing market boom was not predicted, is an understatement. Less than a year ago, the industry was preparing itself to batten down the hatches and almost enter hibernation for the second half of 2020 and perhaps for the first half of 2021.



As seen in the above graph, no industry was sufficiently prepared for increases this dramatic or sudden. Timber prices have increased, *as have prices for all building materials*, costs have soared for shipping and transport and with the housing boom combined with record renovations, we are seeing the demand for all building materials stretched across the supply chain.

FTMA understands that the pressure on all products, including the shortage of skilled trades, is pushing timeframes out longer than builders and developers would like. However, you can be assured the industry is working as hard as possible to supply our engineered quality products as soon as possible.

What you can do to help:

- Stay in close contact with your supply partners, information is changing rapidly and communication is key.
- We are fortunate to have a strong industry of fabricators that are committed to keeping their customers working and to assist with this we encourage builders to forward plan as much as possible.
- Meet with your fabricator to discuss upcoming work, and be assured your fabricator is committed to providing engineered solutions to suit your plans.
- Builders and project managers alike, will no doubt be seeking patience and understanding from both the
 investors and end consumers when it comes to timeframes. All we ask is that same patience and
 understanding is given to everyone along the entire supply chain. We need to work together.

For builders wanting flexibility, integrity and the right environmental product, then choose timber engineered trusses, walls or floor systems from FTMA Australia members who put quality, the environment and safety first.

On behalf of fabricators across Australia and from FTMA Australia, we sincerely thank you for your ongoing support and patience through this global pandemic.



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