



environmental *ambient pollution monitoring analyzers
and calibration systems*

April 23, 2026

Mr. José Nicolás Germán Rodríguez
General Manager – High Tec Environmental Ltda.
Bogotá D.C., Colombia

Re.: Purchase Order December 2025 – Sabio Model 2010D Dynamic Calibrator – Delivery Delay and Commitment

Dear Nicolás,

We are writing to formally explain the delay in the delivery of the units under your Purchase Order placed in December 2025, and to reaffirm our commitment to dispatch.

The Sabio Model 2010D is a primary metrological reference instrument manufactured under strict US EPA certification protocols. Its production requires the simultaneous availability of highly specialized components — including precision mass flow controllers, UV ozone generation lamps, high-sensitivity optical detectors, precision electronic control boards, and reference barometric pressure sensors — all sourced from multiple regions of the world. This supply chain has been severely affected by an unprecedented convergence of external circumstances entirely beyond our control.

The ongoing **Russia-Ukraine conflict** and **Middle East tensions** have disrupted global maritime routes and the availability of strategic components from Europe and Asia, extending lead times by several weeks beyond historical norms. At the same time, **U.S. tariff measures** implemented from early 2026 onward have generated a compounded impact: new duties imposed on component categories that had never previously been subject to tariffs triggered mandatory physical inspections and reinforced documentary reviews by U.S. Customs and Border Protection, precisely because customs authorities lacked consolidated verification procedures for these newly taxed goods. As a result, multiple critical components of the 2010D were individually detained at U.S. ports of entry for extended periods, causing cascading delays across our assembly schedule that were impossible to foresee at the time your order was received.

We confirm that all components are now at our facility and that final assembly, calibration, and US EPA certification are underway. **We hereby formally commit to dispatching the equipment so that it may be cleared through Colombian customs no later than April 29, 2026**, in full conformity with the technical specifications of your order and all applicable US EPA certification standards.

We sincerely apologize to High Tec Environmental Ltda. and to the Secretaría Distrital de Ambiente de Bogotá for the impact this situation has caused, and reaffirm our commitment to the quality standards that define every Sabio Industries instrument.

Yours sincerely,

Tim Jackson
Managing Partner
Sabio Environmental