

December 22, 2020

PRICE INCREASE ANNOUNCEMENTS

- **February 1, 2021**
- **March 1, 2021**

To Our Valued Customers,

As noted in our letter to our customers dated November 30, we promised to keep you informed about any additional impending increases. The need for such notification has arrived.

The worldwide steel market continues to tighten causing our suppliers to announce additional increases for shipments arriving in February and again for March. We now have full visibility to our coil pricing through March of 2021. With these increases, our steel bookings for that period represent the highest pricing we have experienced in CEMCO's 45-year history.

As a result of these continued escalations, **CEMCO will increase prices on ALL PRODUCTS FOR ALL MARKETS**, effective with shipments on or after **February 1, 2021**, and again on **March 1, 2021**. Your price sheets will be available from your sales representative prior to the effective dates of each of these announced increases.

As always, we promise to do our best to keep you informed if future increases become necessary.

Due to persistent volatility in the steel market, we have shortened the timeline to commit to quoted jobs from 30 days to 10 days. As before, both parties to a "committed" job quote shall honor quoted prices regardless of market conditions.

Please refer to CEMCO's job quote policy posted as follows:

<https://cemcosteel.com/terms-and-conditions>

Thank you for your continued support.

Sincerely,

CEMCO Sales Management Team