

May 24, 2021

QUOTE POLICY CHANGE – EFFECTIVE IMMEDIATELY

To Our Valued Customers,

In response to the persistent volatility effecting the price and availability of steel, **CEMCO will immediately amend its JOB QUOTE POLICY as follows:**

JOB QUOTE POLICY – EFFECTIVE MAY 25, 2021

- Job quotes will be honored if they were committed within **thirty (30) days** of receipt.
- To constitute a commitment, simply email the quote number to quote-commit@cemcosteel.com.
- All quoted pricing will be **FIRM for 90** days from the date created.
- All quotes **EXPIRE** at the end of the **90-DAY** term.
- This policy supersedes all previously published versions.
- All job quotes written **before May 25, 2021**, will be honored under the terms of the quote and per the JOB QUOTE POLICY dated January 4, 2021.

The steel industry has been experiencing one of the largest trough-to-peak spikes ever recorded in the history of the post-industrial revolutionary period. As a result, the steel utilized by the metal framing and lathing industries will have increased by over 155% between October-2020 and August-2021.

Though the scale of this cycle is greater in degree than recent disruptions, these types of steel run-ups have been occurring more frequently over the last 20 years. In fact, this current spike is the third to occur in the last six years.

There are many challenges to our industry when an unexpected event impacts pricing in such a severe fashion. It is impossible to accurately predict pricing, especially when quoting projects that extend beyond a few months. These past few years have demonstrated that the risks related to long term quoting will require a new approach to how we quote projects.

To further review CEMCO's quoting policies, 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