

Quoting Policy Effective 3/19/2018

Western United States (Alaska, Hawaii, Oregon, Washington, California, Arizona, Nevada, Idaho, Montana, Utah)

- Job quotes will be good for a maximum of six (6) months if committed within thirty (30) days.
- Quotes beyond six (6) months will be **BUDGETARY** only.
- Should the request be for committed prices after the six (6) month timeframe, a Project Purchase Agreement (PPA) must be signed by the distributor and CEMCO. These projects must be a minimum of 100,000 pounds.
- PPA must be signed within thirty (30) days of quote being written.
- An active job quote that goes unused for thirty (30) days will become void.
- Default Escalations will be as follows:
 - One hundred eighty (180) days = 10%.
 - Every ninety (90) days thereafter will be 5%.
- Misuse of quote will result in quote and PPA being cancelled.
- Quote is subject to steel availability.
- Projects with signed PPA's will receive preferential treatment on leadtimes.

Central Region (Montana, Wyoming, Colorado, New Mexico, Texas, Oklahoma, Kansas, Nebraska, South Dakota, North Dakota, all states east of the Mississippi)

- Due to the signing of the Section 232 Steel Tariff, our steel costs are uncertain and supply continues to tighten. The effects of Section 232 have caused a surge in the volume of job quotes. We cannot protect jobs when we do not know our full cost. CEMCO's Denver and Ft Worth Plants will suspend all future quoting for the markets listed above **temporarily**. Please refer to your March 2018 price sheets and apply this **budgetary** escalation schedule:
 - April 15%
 - May 10%
- Each month we will provide you with new price sheets and a new **budgetary** escalation schedule. Contact your local Regional Sales Manager or Sales Representative if you have questions.

Additional Services – All Plants, Effective April 16th, 2018

- Effective with shipments on or after April 16th, 2018 any line item less than 30 pieces will receive \$25.00 line-item-charge
- Products less than 6' will incur a \$1.00 cut charge per piece
- CEMCO will no longer manufacture products under 3'
- Jobsite deliveries on full truckloads only. Customer to fill or pay for empty trailer space in the event of LTL delivery to jobsite.