



June 22, 2021

Re: Pricing Notice & Update

DMI has seen continued increases in steel prices since last fall. Steel substrate availability continues to be a challenge, with significant increases in costs weekly. These increases will continue, at minimum, into the 3rd quarter of 2021 as of date of this letter. Supply remains an issue with continued reduced capacity at the domestic mills, while demand from nearly all industries has remained strong.

Along with steel substrate increases (over 72% since January 1, 2021 and 25% since April 1, 2021), we have also seen increases on nearly all products used in the manufacture of our systems, as well as escalation in freight rates and availability. Furthermore, Sherwin-Williams has implemented another increase (effective July 1, 2021) on PVDF topcoats and backers.

Due to DMI being on allocation from the mills since last fall with no immediate change in sight, we cannot set aside material for specific projects. As has been the case for the last 9 months, any quotes over 30 days old will be requoted at time of order. This will continue until further notice.

**Effective July 1, 2021 all order acknowledgements and quotes will reflect current market pricing, with an increase of approximately 8 to 12% on steel flat and rolled products. Any orders placed prior to July 1, 2021 must ship by July 30, 2021 or will be requoted at time of shipment.**

**Furthermore, effective August 1, 2021 we will be implementing another increase of an additional 7 to 10% on steel flat and rolled products and 4 to 7% increase on aluminum flat and rolled products. Any orders placed prior to August 1, 2021 must ship by August 31, 2021 or will be requoted at time of shipment.**

We will continue to monitor the market situation and keep our valued customers up to date with what we are seeing. Please understand that even though DMI has seen unprecedented increases on steel and aluminum since September of 2020, we have not and will not pass the entire increase on to you. We will continue to absorb as much of any cost increase that we can while minimizing the impact to you and your project.

My longer-term outlook remains optimistic. However, I cannot eliminate the possibility of further increases in the future. All of us at Dimensional Metals appreciate our loyal, long term, repeat customers and we will continue to do what we can to ensure the success of your project.

Sincerely,

A handwritten signature in black ink, appearing to read "JB Wissman".

JB Wissman  
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