



September 10, 2021

Re: Pricing Notice & Update

DMI has seen continued increases in steel prices since last fall. Steel and aluminum substrate availability continues to be a challenge, with significant increases in costs weekly. These increases will continue, at minimum, into the 1st quarter of 2022 as of date of this letter. Material inventory and availability are historically low, while rapidly increasing shipping and transportation costs and delays continue to push prices to record highs. Demand from nearly all industries, especially in the construction segment, has remained strong.

Along with steel substrate increases (over 75% since January 1, 2021, with a monthly increase averaging 8.5% for 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, all PVDF suppliers have implemented yet another significant increase on PVDF topcoats due to worldwide PVDF resin shortages.

Due to DMI being on allocation from the mills for over a year with no immediate change in sight, we cannot set aside material for specific projects. As has been the case for the last 12 months, any quotes over 30 days old will be requoted at time of order. This will continue until further notice.

Effective September 20, 2021 all order acknowledgements and quotes will reflect current market pricing, with an increase of approximately 10 to 15% on steel flat and rolled products and 15% to 20% on aluminum flat and rolled products. Any orders placed prior to September 20, 2021 must ship by October 20, 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. My longer-term outlook remains optimistic. However, I cannot eliminate the possibility of 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 "JBW", is written over a horizontal line.

JB Wissman
President
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