



TO: Greenheck Business Partners

FROM: Dorcedar Glover
General Manager – Precision Coils

DATE: January 15, 2021

SUBJECT: Coils Upward Price Adjustment Effective February 15, 2021

Dear Business Partner –

Last month, we announced a price increase due to sustained material inflation. Unfortunately, we have seen another drastic increase in material in the past 4 weeks, especially in copper and galvanized steel. Both materials are up over 30% and are still rising.

While we remain focused on our operational excellence and cost containment to minimize the impact of the 30%+ and rising inflation to our partners, this rapid and accelerated rate of change requires us to announce a new increase. Some prices will go up more than others, but the net result will be an increase of 9.5%, effective February 15, 2021. This replaces the 5% announced in December.

The price increase will be implemented through our selection software, PC Select, through a list price adjustment.

We appreciate your understanding and encourage you to review all existing quotations and unreleased orders. Orders placed after the February 15, 2021 effective date will have the new pricing structure applied to them. If you have any questions, please contact Jim Leeds (jim.leeds@precision-coils.com), Megan Sutton (megan.sutton@precision-coils.com), or Nancy Geisendorfer (nancy.geisendorfer@precision-coils.com) for more information.

Thank you for your efforts and your continued partnership.

Sincerely,

A handwritten signature in black ink that reads 'Dorcedar Glover' in a cursive script.

Dorcedar Glover
General Manager – Precision Coils