



TO: Greenheck Business Partners
FROM: Dorcedar Glover
General Manager – Precision Coils
DATE: May 3, 2021
SUBJECT: Coils Upward Price Adjustment Effective June 3, 2021

Dear Business Partner –

We have continued to experience sustained material inflation since our last communication on January 15, 2021. Unfortunately, we have seen another drastic increase in copper and galvanized steel in the past several weeks. Aluminum has now begun to increase as well. Both aluminum and copper are up over 20% and galvanized steel is up over 30%. All materials are expected to continue to rise.

Commodity	Current \$	15-Jan	15-Jan	Last 6 months	Last 12 months
Galvanized Steel (\$/cwt)	\$74.25	\$55.00	▲ 36%	▲ 93.4%	▲ 132.3%
Copper (\$/lb)	\$4.47	\$3.70	▲ 21%	▲ 77.6%	▲ 101.6%
Aluminum (\$/lb)	\$1.10	\$0.90	▲ 22%	▲ 76.8%	▲ 98.0%

Furthermore, we have now experienced significant increases in freight over the past few months. This type of inflation, with such an accelerated rate of change, requires us to announce a new increase of **3.5%, effective June 3, 2021**.

The price increase will be implemented through our selection software, PC Select, through a list price adjustment. Your multiplier will not change at this time.

We appreciate your understanding and encourage you to review all existing quotations and unreleased orders. Orders placed after the June 3, 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,

Dorcedar Glover
General Manager – Precision Coils