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January 31<sup>st</sup>, 2020

RE: OCM Price Increase Notice

Dear Valued Customer,

First of all, I would like to thank all of you, our customers, for a very strong 2019. I believe our industry faced certain challenges in the areas of cost and price management in a rather uncertain macroeconomic environment. Through it all, communication is critical to ensure the timely sharing of information and to provide the support level that customers demand in business today.

As we head into 2020, OCM has worked very hard to control costs in order to remain competitive and enhance our value to our customers. However, higher operational costs and the steady rise in steel pricing over the past few months now require us to implement a price increase of 5% effective March 1<sup>st</sup>, 2020. This increase will cover all OCM products with the exception of our Adeka product line. Please contact your OCM regional sales manager or local OCM independent sales representative with any questions.

For those of you who have heard about the recent announcement of an additional 25% tariff by the Trump Administration, I have included the link to that information below. Presently it does not appear that it covers products in our industry. If any additional news comes to light on this front, we will communicate that information in a timely fashion.

<https://www.whitehouse.gov/presidential-actions/proclamation-adjusting-imports-derivative-aluminum-articles-derivative-steel-articles-united-states/>

Again, thank-you for your continued support of OCM in 2020 and beyond.

Regards,

*Ray Sullivan*

Ray Sullivan  
Vice President of Sales and Marketing  
OCM Inc.