



February 19th, 2021

RE: OCM Price Increase Notice

Dear Valued Customer,

As I stated in my December 2020 price increase letter, the construction industry has continued to experience an escalating trend of major cost factors including raw materials and shipping. Much of the global supply chain is all but broken which continues to exacerbate shortages in both raw materials and finished goods, especially in steel products. As a result, costs continue to climb into double digit percentages without near-term signs of relief. Again, I am a staunch believer in the importance of transparency in our communication with customers to keep you all informed of current and projected market conditions so that we can work together to navigate these extremely volatile times.

While the cost impact is substantial, the urgency is also considerable. Therefore, effective Monday, March 15th, 2021, OCM will implement an average price increase on steel products in the range of 7% to 10%. To be clear, "average range" means some products will increase less than 7% while some products will increase by more than 10%, resulting in an average of 7% to 10% overall. We will complete our full cost analysis soon and will share more specifics in the next couple of weeks. Your OCM regional sales manager or local OCM independent sales representative will be your primary contacts for questions and additional information.

As we approach the main start of the construction season, OCM will continue to work hard to keep our customers competitive while enhancing our value at the same time. Again, thank you for your continued support of OCM in 2021 and beyond.

Regards,

Ray Sullivan

Ray Sullivan
Vice President of Sales and Marketing
OCM Inc.