



March 8, 2021

Dear Valued Customer,

Since our last price increase communication, steel prices have continued to re-write the record books, soaring to new highs. Demand is continuing to outpace supply, increased lead times, mill backlogs, and limited import opportunities due to the anti-dumping duties imposed by the Canadian Government, are all factors in the unprecedented volatility of today's steel prices.

As a result, it is necessary for Imperial Building Products to implement a price increase of up to 20% effective May 1st, 2021.

This increase is in addition to the 15% implemented March 1st, 2021, and the upcoming increase of 10% to be implemented April 1st, 2021.

We understand that these increases are substantial, however, we are dealing with extreme circumstances in the marketplace. We recommend you notify your customers about these circumstances occurring in the steel market and its impact on pricing. Please note that because supply is very tight, Imperial has the right to limit orders based on steel availability.

As always, we will monitor the commodity markets closely, continue to work hard to keep you price competitive and will advise if any changes occur.

Please contact your local sales representative if you have further questions, comments or concerns.

Thank you for your continued support!

Yours Truly,

Cesare Minchillo

President

IBP Canada

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STEELFORM (WEST) AND FUSION (EAST) ARE PROUD MEMBERS OF IMPERIAL BUILDING PRODUCTS