



October 1, 2020

Dear Valued Customer,

We hope you are faring well during these difficult times. 2020 has certainly proven to be a challenging year for everyone. Imperial Building Products continues to be committed to the safety of our employees, customers, and partners during this challenging time. Fortunately, there has been no interruptions to our service, and we continue to provide the best product, on time delivery, strong fill rates, and competitive costs.

Earlier this year, we sent out a communication to all customers announcing the need for a price increase effective June 1, 2020. Zinc and iron ore prices are increasing; the automotive industry has re-opened, putting more demand on steel; domestic lead times have extended due to shortages in raw materials; and dumping cases imposed by the Canadian Government in March have had a substantial impact on the supply. All factors leading to increased prices in steel.

As a result, Imperial Building Products has no choice but to announce a price increase of up to 15% effective January 1, 2021. We will continue to monitor the steel markets and keep you well informed of further developments.

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

Thank you for your continued support!

Yours Truly,



Cesare Minchillo

President

HEAD OFFICE

IBP Canada

40 INDUSTRIAL PARK ST.
RICHIBUCTO, NB
CANADA E4W 4A4

855-728-4500



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



Memo

ArcelorMittal

To	Sales & Marketing Employees
From	Andrew Connor - Vice President, Commercial
Date	September 30 th , 2020
Pages	1 of 1
Re	Flat Rolled Products Price Letter

THIS DOCUMENT IS FOR INTERNAL USE ONLY

Effective immediately, ArcelorMittal Dofasco will be increasing spot market base prices on all new orders for hot rolled, cold rolled, and all coated products by a minimum of **CDN\$65.00/ton**.

The full extras, as outlined in the ArcelorMittal Dofasco Product & Price list published in the on line service section of our web site, will continue to be applied.

We reserve the right to re-quote any previously quoted offer that is not confirmed with either an ArcelorMittal Dofasco order acknowledgement or written acceptance by both parties.

Please inform your customers of these changes to our Flat Rolled Products pricing.

Sincerely,

Andrew Connor
Vice President, Commercial



Memo

ArcelorMittal

To	Sales & Marketing Employees
From	Andrew Connor - Vice President, Commercial
Date	August 31 st , 2020
Pages	1 of 1
Re	Flat Rolled Products Price Letter

THIS DOCUMENT IS FOR INTERNAL USE ONLY

Effective immediately, ArcelorMittal Dofasco will be increasing spot market base prices on all new orders for hot rolled, cold rolled, and all coated products. ArcelorMittal Dofasco minimum base prices on sheet products are as follows:

- Hot Rolled: \$36.00 CDN per cwt.
- Cold Rolled: \$47.50 CDN per cwt.
- Galvanized: \$47.50 CDN per cwt.
- Galvanneal: \$48.00 CDN per cwt.
- Galvalume: \$48.50 CDN per cwt.

The full extras, as outlined in the ArcelorMittal Dofasco Product & Price list published in the on line service section of our web site, will continue to be applied.

We reserve the right to re-quote any previously quoted offer that is not confirmed with either an ArcelorMittal Dofasco order acknowledgement or written acceptance by both parties.

Please inform your customers of these changes to our Flat Rolled Products pricing.

Sincerely,

Andrew Connor
Vice President, Commercial



386 Wilcox Street
PO Box 2030
Hamilton, ON L8N 3T1
905.528.2511
stelco.com

August 31, 2020

Dear Valued Customers,

Stelco will be increasing all new non-contract transaction prices by a minimum of \$55/ton Canadian Funds. This increase will apply to all products and will take effect immediately.

If you have any questions, please contact your appropriate Stelco Account Manager.

As always, thank you for your continued support and business.

Sincerely,

A handwritten signature in black ink, appearing to be "Greg Anderson", with a long horizontal line extending to the right.

Greg Anderson
Vice President - Sales
Stelco