



December 17, 2020

To: Our Valued Customers

Subject: Price Increase – February 2021 (Update) Bailey Metal Products Limited

Since our last increase announcement, there have been further and substantial interruptions in steel supply and prices continue to escalate at an unprecedented rate. Steel markets continue to consume more than current capacity can manage globally, creating severe shortages.

Despite our best efforts to buy from multiple mill sources to keep a consistent flow of raw materials, we are now experiencing some spot shortages and the threat of significant inventory outages nationally. Some mill orders have been delayed for months as they are caught in a backlog and lead times on future requirements are continually delayed. Domestic steel mills have implemented successive price increases over the last several months and have now applied an additional increase for January 2021.

As a result, Bailey Metal Products Limited is forced to revise our previously announced February price increase and implement the following:

The price of all steel products in all regions will now be increased to 15% effective February 1, 2021.

This increase is in addition to the previously announced price increase of 10% effective January 1, 2021.

We understand this is a very difficult time for our industry and will endeavor to keep you informed as the situation changes. Please contact your local Bailey representative with any questions or concerns, or if we can be of service in any way.

We appreciate your business and thank you for your continued support.

Sincerely,



Derick Vinthers
Vice President, Sales

CC: Angelo Sarracini