



BAILEY®



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November 20th, 2017

To: Our Valued Customers

Subject: Price Increase - January 2018

Prices from our steel suppliers are up 25% in the last 12 months and over 35% in the past 24 months. Recent mill announcements suggest further price volatility into 2018 globally.

Increased steel consumption and duties imposed on imports continue to put pressure on domestic supply. Global market prices are strengthening due to rising Chinese domestic and export steel prices. This is a direct result of efforts by the Chinese government to control steel output and force consolidation of major steel producers, reducing competition and capacity.

Bailey confirms that our prices on all steel products will increase by 10% effective January 2nd, 2018. We suggest adding price escalation in your bids as we expect further increases through 2018.

Project or product quotations that are not active or award has not been confirmed will be deleted from our system effective December 31st, 2017.

Please contact your Bailey representative with any questions regarding current project quotes 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 of Sales

CC: Angelo Sarracini, Ken Meinert



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