



BAILEY®



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March 13th, 2018

To: Our Valued Customers

Subject: Price Increase – May 2018 Bailey Metal Products

Countervailing duties enacted in 2016 by the US Commerce Department against some countries, and pending discussions of tariffs on steel imported from all countries have increased US mill pricing by over 30%. The US President's recent declaration under Section 232 of 25% duties on imports from all countries, effective March 23rd, has driven mill prices up immediately.

Canada has a temporary exemption from these tariffs. Regardless of this tariff being lifted, or not, Canadian mills will ship more steel than ever to the United States at higher prices than ever before. We have received notice from Canadian mills of immediate and ongoing price increases. We can no longer absorb these increases nor can we expect our distributors can. We have no choice but to pass these significant raw material increases on to end users. Please alert your Contractors and Builders of these rapidly occurring increases coming from the Mills!

Please be advised that effective May 1, prices of all Bailey Metal Products will be increased by 15%.

This increase will be in addition to the previously announced April 2nd, 2018 increase. We expect this volatility to continue resulting in further raw material cost increases and tightened supply.

Bailey Metal Products is committed to provide a reliable and uninterrupted supply of quality, code compliant products to meet your needs. Please contact your Bailey representative with any questions 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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