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DATE: December 16, 2019

TO: All Sales Personnel & Customers

RE: US Steel Mills Price Increase Announcements

Dear Valued Partner,

As a partner, we want you to be aware of steel cost inflation that will impact strut pricing in the new year. Over the past 7 weeks the steel mills have announced 4 price increases citing increased demand, decreased capacity and continued tariffs limiting imported steel. These factors have driven up raw material costs across the board for all types of steel used in the manufacturing of both strut and fittings. All indications are that these increases will continue through the first quarter of 2020 as the general market remains strong.

Atkore is a large buyer of steel and we will work to keep pricing as stable as possible, allowing you and your customers as much advanced notice as possible before raising prices. However, we are advising you now, that it is very likely Atkore will publish a price announcement on January 2<sup>nd</sup>, communicating pricing files effective February 3<sup>rd</sup>.

If you have any questions regarding this announcement, please contact your sales representative, or me directly

Thank you for your business and support.

Regards,

Steve Elsdon  
VP & General Manager, Metal Framing  
President, Unistrut Construction  
Atkore International

