



Date: January 8, 2026,
To: Metal Sales Manufacturing Customers
Re: Steel Price Increase – Effective February 6, 2026

Dear Valued Customer,

We appreciate your continued trust in Metal Sales and thank you for your partnership.

Total imports of steel have fallen by 40% since Q1 2025. Tariffs and geopolitical uncertainty have caused a reduction of 900,000 tons per month in supply in the domestic market. This has caused significant pressure on domestic steel producers to fill the void resulting in extended lead times and higher pricing. Given these recent developments, it has become necessary to implement a price adjustment to ensure we maintain the quality, service and reliability you expect from us.

Effective on all orders received after February 6th, 2026

- We are issuing a price increase that will vary by product category of **up to 12%**
- Orders placed prior to the increase must ship by March 20, 2026

We remain committed to transparency and will continue to keep you informed of any further developments. If you have any questions regarding this adjustment, please reach out to your Branch Customer Service Representative or District Sales Manager for additional details.

We sincerely appreciate your support and understanding. Metal Sales remains dedicated to providing you with the highest quality products and service, and we look forward to continuing our strong partnership.