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December 2nd, 2020

RE: OCM Price Increase Notice

Dear Valued Customer,

First of all, I would like to thank all of you, our customers, for a very strong 2020 despite all of the collective challenges and uncertainty we continue to face. In such an unprecedented year, I am very thankful that the construction industry has been recognized as essential and serves as the backbone of our economy. It gives me continued hope that we can emerge even stronger in 2021 with an eye towards more recovery and increased opportunity through an infrastructure spend bill. Through it all, communication is critical to ensure the timely sharing of information and to provide the support level that customers demand in business today.

As we head into 2021, OCM has worked very hard to control costs in order to remain competitive and enhance our value to our customers. However, higher operational and logistical costs along with the steady rise in steel pricing over the past few months now require us to implement a price increase of 5% effective January 4th, 2021. This increase will cover all OCM products with the exception of our Adeka product line. Also, please note that we are currently seeing an escalating trend in all of these cost factors so we will continue to monitor the situation closely and communicate as necessary as we enter 2021. Please contact your OCM regional sales manager or local OCM independent sales representative with any questions.

Again, thank you for your continued support of OCM in 2020 and beyond.

Regards,

Ray Sullivan

Ray Sullivan
Vice President of Sales and Marketing
OCM Inc.