



JCM Industries, Inc.

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January 19, 2021

JCM March 1, 2021 PRICE INCREASE ANNOUNCEMENT

To Our Trusted JCM Customers,

Through a tumultuous 2020, JCM took intense steps in dealing with the COVID Pandemic to keep our employees safe & ensure products reached critically affected regions. JCM navigated the disruption to the material supply chain and overcame considerable challenges – as have many of our dedicated customers. Recently, JCM has been notified of substantial increases for carbon steel, stainless steel, castings and fasteners along with increases in our shipping costs. To counterbalance these added costs, JCM Industries will implement a price increase effective March 1, 2021. This increase will be 6% across all JCM standard list price catalog pipe products. Quotations and existing pricing contracts in effect before that date will be held in place until their quoted expiration date. These prices will cancel all previous list prices issued since 2020. Orders received by midnight February 28th CST will receive the old pricing. New pricing will be applicable March 1, 2021.

JCM has also been alerted by freight carriers to expect increases in fuel costs and surcharges. To address the rise in these expenses, for the first time in almost 20 years, JCM will increase in the Full Freight Allowance amount. The new Full Freight Allowed is for \$3,000.00 net order. Our payment terms will remain the same.

The current raw material market is unpredictable and supplemental increases this year may be warranted. Should this be necessary, JCM will provide as much advanced notice as possible, however, as in the past, our prices remain subject to change without notice.

For your convenience the new price list will be available electronically for downloading from the home page of the website (www.jcmindustries.com) and via email from our Customer Service Staff in both the MS Excel and Adobe PDF versions on February 15, 2021. Printed price books will not be mailed. You may request a hard copy through your regional JCM Representative, our Inside Sales Team at 1-800-527-8482 or email your request to: sales@jcmindustries.com.

JCM appreciates the opportunity to serve your organization. Should you have any questions regarding this new price list, quotations, orders or any of our products, please contact JCM Customer Service or your regional JCM Sales Representative.

Respectfully,

John Collins
President/CEO
JCM Industries, Inc.