



To our valued customers,

We have an emergency announcement regarding prices of materials, specifically steel and aluminum. With the new recommendations from President Trump calling for tariffs to be placed on steel from any foreign country the metal market is facing a crisis. We are making this announcement to inform you of forced price increases we are facing as an industry.

The 232 Steel Report lays out a trio of options, ranging from a blanket, all-encompassing tariff structure to more targeted approaches:

1. A global tariff of at least 24% on all steel imports from all countries
2. A tariff of at least 53% on all steel imports various foreign countries with a quota by product on steel imports from all other countries equal to 100% of their 2017 exports to the United States
3. A quota on all steel products from all countries equal to 63% of each country's 2017 exports to the United States

(For further information: <https://agmetalmminer.com/category/anti-dumping/>)

Furthermore, SDF was just placed on allocation from California Steel Industries who we purchase most of our steel from. All the other local steel vendors are also on allocation and are uncertain of steel availability in the future months as well as significant price increases to their current inventories. With this in mind, Superior Duct is being forced to take measures to compensate for this metal crisis.

Thus, we must adopt a new policy effective immediately: ***Any project not yet awarded to Superior Duct Fabrication via Purchase Order will be subjected to the current market value.***

We do realize that these adjusted prices may not reflect submitted bids and proposals you have made to your clients, but with the state of affairs as they are we have little choice in the matter. As always, we consider our customers, our service, and the quality of our product a top priority. We intend to do everything in our ability to make this unfortunate transition as smooth as possible. If you have any questions, please feel free to contact us.

Thank you for your understanding,

Superior Duct Management

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