

# Steel Environment

## Customer Update:

Our commitment to you

Thursday, 13 May 2021

### Dear Valued Customer,

In February we wrote to you to thank you for your support for our people and our businesses during 2020, which was a very challenging year as we battled the uncertainties that COVID-19 threw at us.

At that time, we thought that supply disruptions and shortages would lead to significantly higher steel prices but that by now prices would have stabilised or even been on the way back down to more normal levels.

**It has now become clear to us that steel prices have not yet peaked and, as such, our view has changed and we believe these higher prices will be around for the foreseeable future, at least through the 1<sup>st</sup> quarter of FY2022.**

In order to ensure we are able to continue to service your needs, we have maintained our philosophy of dual supply from our trusted local manufacturers as well as our offshore suppliers.

In the continuing uncertain environment we are trading in, we ask that you please liaise with us closely as you quote upcoming work to ensure we can support you and your business through this volatile period.

**Please feel free to call me directly, or your usual contact, if you require further clarification.**

Kind regards,



**Kevin Smaller**  
Managing Director  
Southern Steel Group



**Michael Godwin**  
General Manager  
Rigby Jones

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