

THE  
**COOPER  
CHRONICLES**  
DECEMBER 2023  
Q1

INSIDE THIS ISSUE

SEPTEMBER 2023 - NOVEMBER 2023



**PROJECT  
PROGRESS:**

Putting the focus on our current work and where you can find us.



**INDUSTRY UPDATES:**

Sharing updates on pricing and availability in the industry over the past couple of months.



**SHOP HIGHLIGHT:**

Focusing on our shop and the latest advancements we have made.



**SAFETY SPOTLIGHT:**

Employee accomplishments & important information to keep you in the know.



**COMMUNITY INVOLVEMENT:**

Highlighting recent company events and our impact in the community.



**COOPER STEEL®**

# PROJECT PROGRESS

# INDUSTRY UPDATES

## STEEL MARKETS



### WHERE YOU CAN FIND US



**17**

STATES

**61**

CITIES

### PRICING

Some minor pricing increases are expected through the end of the year on Tubing and Beams, but the general expectation is that the New Year's Q1 pricing, which remains flat, will continue into 2024. That said, there is always potential for increases outside of demand due to the cost of production and lack of imports. There are some suggestions floating around that flat roll, plate, (and, therefore, tubing) seem to be moving in that direction.

### MILLS

Supply is good and demand is strong! Given the backlog and real project announcements, Q1-Q2 are looking very good. No supply issues currently exist. Mill capacities are healthy and run in the 80-85% range, depending on the mill and product. Most mills are running a 6-10-week rotation on products (varying on the section). Note that availability, but not necessarily capacity, could become an issue with the mills if multiple large projects launch at the same time. If availability becomes an issue, it may require orders to be placed 2-3 weeks earlier than they are now to ensure delivery.

### JOIST/ DECK

Although the backlog for 2024 is already significant, capacity is not threatened. For most projects, we should continue to expect joist and deck deliveries approximately 14-16 weeks from award. However, tighter timelines and faster schedules are the new norm, and our suppliers have committed to adapting to meet the market demands we are seeing. As we approach the closing of 2023, we will see price increases in the joist and deck world from certain suppliers. Others are expected to follow suit. Although it is not likely that we will see a repeat of the extreme increase we saw in 2021, there is an expectation of more to come in the first half of 2024.

### PROJECT HIGHLIGHT

This project in Augusta, Georgia, was a unique 8,145-ton project. The fabrication of this project required intricate work. We were proud to be a part of this project with our trusted on-site and erection partners, who made this project a success!



SEAN HAGEN  
PROJECT MANAGER

**34**

WEEKS

**8K**

TONS

**112K**

SQ FT



# COMING TO COOPER

Cooper Steel is constantly looking for ways to supply our fabrication shop and employees with tools and processes to increase efficiencies, while still producing quality work. Our newest additions accomplish these initiatives, and we are excited to see the impact.



**STEPHEN CREWS**  
EVP, FABRICATION OPERATIONS

“ We constantly grow and evolve our shop processes to benefit customers and employees. These latest additions are another part of the future of Cooper Steel- increasing production and providing our employees with tools for success. ”

# SAFETY SPOTLIGHT

The Field Safety team is growing to meet the obligations of our business demands on all job sites. We continue to hire and train to the highest level, providing an unmatched safety culture.



## SHOP UPDATES BARCODE TRACKING

We have included barcode tracking on our steel pieces. This will help:

- IMPROVE INVENTORY CONTROL
- PIECE TRACKING
- DECREASE DATA ENTRY
- PRODUCTION STATUS
- TRUCK LOADING
- RECEIVING AT JOB SITE



# 93.5%

AVERAGE AUDIT SCORE  
FOR THE 2023 FISCAL YEAR

Weekly audits are conducted on all Cooper Steel job sites, with findings and corrective actions implemented upon discovery.

# 706

SAFETY AUDITS PERFORMED



# 729,985

TOTAL FIELD HOURS  
FOR THE 2023 FISCAL YEAR

# 15

TOTAL ON-SITE  
SAFETY MANAGERS



### PEDDINGHAUS PEDDIBOT

Our fabrication shop has been excited to start processing work with our latest addition to the shop: the Peddinghaus Peddibot. The machine is equipped to perform cuts, copes and bevels using plasma, making a positive impact on our shop and productivity.

## PROJECT REDEEMER SAFETY LUNCH

Cooper Steel attended a lunch in November that recognized and celebrated the safety efforts of our team on our project in White, Georgia.



# COOPER CORNER

STAY IN THE KNOW

## PROJECT DIEGO TOPPING OUT

Cooper Steel celebrated the topping out ceremony for this project in Augusta, Georgia. The ceremony was a great time for everyone to commemorate the success and importance of the project.



In October, we had a shop appreciation day in Shelbyville to express and acknowledge our gratitude for the hard work of our shop employees. Our Nashville office and Shelbyville shop team members came together to recognize our employees' outstanding dedication and performance, and learn more about each other's roles and how we all fit together.

## SHOP APPRECIATION



## SUBCONTRACTOR SUMMIT

We hosted our second Subcontractor Summit in September, where we spent the day with our partners, discussing our most noteworthy topics and enhancing our relationships. Thank you to all the participants who attended this year's summit!



## ENR TOP SPECIALTY CONTRACTORS AWARD

Cooper Steel was ranked the #3 steel firm in the U.S. by Engineering News-Record. We are honored to be acknowledged as one of the top firms in the country based on volume, thanks to the devotion and relentless work of our Cooper family and our state-of-the-art facilities!



Cooper Steel celebrated AISC's SteelDays 2023 by partnering with Nucor Corporation. We had the opportunity to address two local TCAT welding programs at our Shelbyville shop. Students gained valuable insights into our companies and had real-world experience through a guided shop tour.

## AISC STEELDAYS 2023



## HIGH SCHOOL SHOP TOUR

In September, we hosted local high school counselors, teachers and board members at our Shelbyville office to showcase our various career opportunities right here in Shelbyville! Cooper Steel is constantly growing, opening the door for hard-working individuals to have the chance to build strong futures near our hometown.



## A TIME TO REFLECT

## COMMUNITY INVOLVEMENT:

### National First Responders Day

On National First Responders Day in October, Cooper Steel joined with East Side Elementary School students to show our appreciation for the courageous men and women who risk their lives daily to ensure our safety. We were proud to recognize local heroes in Shelbyville and worldwide.



### Cooper Steel Reading Program

Cooper employees participate each month in reading to East Side Elementary School students and writing letters to engage them.



### A.F. Bridges Award

We are proud to share that our CEO, Gary Cooper, received the TSSAA A.F. Bridges Sportsmanship Award for humanitarian efforts and being an outstanding contributor this year! Our commitment to supporting our community is one of our core values. Gary leads by example, consistently investing in our local community and encouraging the next generation. Congratulations and well deserved, Gary!



### Habitat for Humanity

Our team had the opportunity to participate in a Habitat for Humanity build this year in Nashville! We are thankful for the group that volunteered and partnered with this wonderful organization.



### David Howard Community Award

The Shelbyville-Bedford Partnership awarded Cooper Steel the David Howard Community Award at their annual meeting. We were honored to be recognized, and we take pride in actively participating and supporting collaborations that contribute to the overall success of Shelbyville and Bedford County.



### Best Buddies Gala

Cooper Steel was a proud sponsor of the Best Buddies Tennessee Gala this October. A few of our team members attended the event and learned more about the incredible work and impact of the organization.





# COOPER STEEL®

BUILD STRONG. STAND STRONG.

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