

THE
**COOPER
 CHRONICLES**

DECEMBER 2021
 Q1 - 2021 FY



INSIDE THIS ISSUE
 SEPTEMBER 2021 - NOVEMBER 2021



PROJECTS & SHOP UPDATES:
 Acknowledging the projects we've successfully completed along with the ones we've been awarded.



EVENTS & COMMUNITY:
 Recap of recent company events and community involvement.



COOPER CORNER:
 Employee accomplishments & extra information to keep you in the know.

**CELEBRATING
 THE HOLIDAY SEASON**

As we celebrate the holidays at Cooper, the word that describes us best is **THANKFUL**.

We treasure the relationships we've built and the trust of our customers. We are grateful for the hard work of our dedicated employees and partners and the many blessings bestowed upon us over the years. We appreciate not only the good days, but the tough ones that provided opportunities for us to learn and become even better. We know that our team would not be where we are today without all of us being dedicated to being the best in the industry **TOGETHER**.



PROJECT PROGRESS

SHOP UPDATES

COOPER STEEL FABRICATORS: NEW HIGH BAY

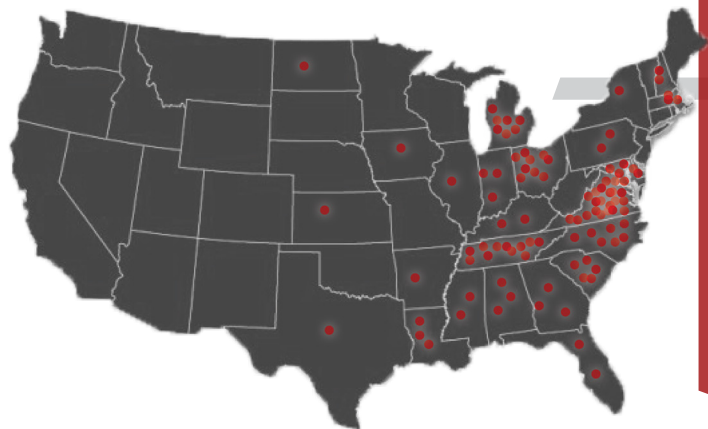
- New 30-Ton High Bay
- Fabricate Steel More Efficiently
- Process Heavier / Longer Shapes & Trusses

80

SHOP EMPLOYEES



WHERE YOU CAN FIND US



COOPER STEEL OF VIRGINIA, LLC:

BREAK ROOM + LOCKER ROOM UPDATES

- New Renovated Break Room
- New Locker Room Space
- Restroom Updates

47

SHOP EMPLOYEES



COOPER STEEL SOUTH, LLC:

SHOP + OFFICE UPDATES

- Exterior Aesthetics of Office
- Exterior Aesthetics of Shop
- Upgraded Signage
- Brand New Break Room
- Multiple New Machines
 - New Peddinghaus BDL/1250/9 Beamline
 - New Peddiblast Shot Blast Machine

44

SHOP EMPLOYEES



27

STATES

70

CITIES

PROJECT HIGHLIGHT

Garden Keeper was a job that really highlighted what Cooper Steel is all about: coming together to build strong for our customers. On this complex project, Cooper provided design input and coordination, procured materials, worked with an existing structure and existing field conditions, fabricated and erected the steel, and met expedited schedules. What began as a new structure building shell was converted into multi-level platform structures inside of the shell. The new building framing tied into the existing building with its own multilevel platforms inside of the footprint, a pipe bridge connecting high bays at the North and South buildings, elevated pipe racks throughout the buildings, and numerous multi-riser stairs in the existing and new buildings. This project had a little bit of everything and Cooper Steel was proud to be a part of the Garden Keeper Team!



17

WEEKS

4,220

TONS

269,671

SQ FT

CURRENT WITH COOPER

STEEL PRICE CHANGES PER TON

JANUARY 1, 2020 - NOVEMBER 30, 2021

● : WF BEAM ● : ANGLE, CHANNEL, BAR ● : TUBING ○ : PLATE

NET EFFECT

+\$1,595 (PLATE)
+205%

+\$1,600 (TUBING)
+250%

+\$645 (WF BEAM)
+90%
+\$480 (ANGLE, CHANNEL, BAR)
+50%

PRICING BREAKDOWN

Where we are today, how we got here and where we think it is headed.

PRICING:

As we predicted last quarter, steel prices have begun to stabilize.

AVAILABILITY:

Wide Flange: Mills are running at 80-90% maximum capacity and have product readily available. Mill rollings are back to near normal lead times.

Plate: Plate mills are running at maximum capacity and are on allocation to all customers. We have begun ordering plate earlier in the process to assure it is available when needed for fabrication. Plate is interesting because it is used in so many other products like Automotive and Appliances so if the economy overall is good demand is very high.

Angle/Channel: Mills are running 80-90% maximum capacity and have product readily available.

HSS Tubing: This product is made from plate so the availability of tubing can be a problem as mills struggle to get raw material. Prices have dropped slightly and can be held for 30 days.

Joist/Deck: Lead times have increased from a normal 12 weeks to 30-36 weeks.

LOGISTICS:

Trucking availability continues to improve and prices remain high, but stable.

FUTURE:

Demand for all steel products continues to be strong. We are predicting prices to remain stable through the first quarter of 2022.



DUFF ZIMMERMAN
PRESIDENT

A Time To Reflect



EXCELLENCE IN CONSTRUCTION AWARD

We are proud of our Cooper Family and the team that put in the hard work on Project Sam to be recognized by Associated Builders and Contractors of Greater Tennessee for the Excellence in Construction Eagle Award!



We hosted our first Subcontractor Summit with the goal of discussing important topics in our industry and how to continue to build strong relationships.

SUBCONTRACTOR SUMMIT



COMMUNITY INVOLVEMENT:

World Kindness Day

We delivered cookies to the hospital and clinics in Bedford County to spread a little kindness and express a heartfelt thank you to our healthcare workers for all the compassion they have and all the kindness they give!



Breast Cancer Awareness Month October



Catchin' Deers Mike Fisher Celebrity Clay Shoot Presented by Cooper Steel



Giving Tuesday

In celebration of 'Giving Tuesday' Cooper Steel donated to Homes of Hope of Bedford County, Inc. which is an organization of families helping families recover from crisis by providing safe homes for children. Their vision is to leave each life they encounter better than they found it, and we are proud to play a part in that!



HEATH MCELROY
FIELD SAFETY DIRECTOR

“ We’re growing our team while growing the impact of safety on our jobsites. As safety has always been our highest priority, this department is ensuring that we are implementing processes and procedures that empower our on-site team to always do the right thing! Each day we strive to motivate and encourage safe decisions and actions. ”

MEET THE TEAM:

10

FIELD SAFETY MANAGERS



GREG ADAMS



LOGAN CAMPBELL



CHRISTOPHER DRUMHELLER



ERIK HURKS



JAMIE KEETON



KC LYNCH



MAC MCCOLLISTER



CHRIS MONTGOMERY



JASON NAWLIN



MIKE SCHRONK

ON-SITE SAFETY:



LIVE OAK



GARDEN KEEPER

This team applies knowledge and learned experiences each day and knows how to think outside of the box when the unknown arises on these challenging job sites.



COOPER STEEL

BUILD STRONG. STAND STRONG.

COOPER STEEL

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