

THE  
**COOPER  
CHRONICLES**

SEPTEMBER 2021  
**2021 FY RECAP**



**INSIDE THIS ISSUE**  
JUNE 2021 - AUGUST 2021



**PROJECTS FOCUS:**

Acknowledging the projects we've successfully completed along with project highlights.



**KEEPING CURRENT:**

Updates on industry prices and how we see those affecting business in the future.



**COOPER CORNER:**

Recap of recent company and community involvement, along with safety acknowledgments.

**NEW FISCAL YEAR  
BRINGS NEW GOALS**

As we wrap up the 2021 Fiscal Year, we reflect on our accomplishments and look forward to what the future holds. Together, our team has attacked unexpected circumstances and treated them as opportunities to learn and grow. That mindset has helped us think creatively, capitalize on our strengths, improve our processes and continue to reach our goals while keeping our commitment to always do the right thing.



# PROJECT PROGRESS



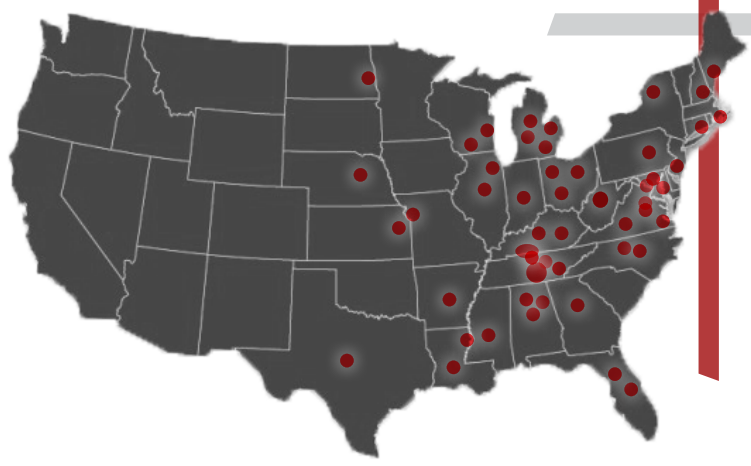
**ANDREW LUNIK**  
VP, Field Operations

“As we continue to take on projects that challenge us on and off site, this team ensures that the work and mission of our company is always shown in an impressive and respected light.”

# ON-SITE TEAM

Our on-site team (consisting of project managers, quality, and safety personnel) plays a significant role in the success of our company. This team ensures that each project is completed to the highest standard, acts as the first line of defense when it comes to troubleshooting and planning on the job site, and serves as a direct resource for Cooper's clients. While the execution of our current project is the team's highest priority, their hard work, dedication, and relationship-building are also the key to Cooper's future opportunities.

## WHERE YOU CAN FIND US



**28**

STATES

**60**

CITIES

**22**

GENERAL CONTRACTORS

### FIELD PROJECT DIRECTORS:

Each of these directors now oversees a group of on-site project managers, providing the On-Site Project Managers with regular communication, additional oversight of their projects and an excellent resource for guidance when the need arises.



**REID CROCKETT**

“I feel it is not only an honor, but an obligation to the trade to pass on our experience to the up and coming players.”



**RONNIE HARRISON**

“I look forward to assisting my team where needed and ensuring that trust is established both ways- their priorities are my priorities.”



**JIMMY CANTRELL**

“Performing as a team is our main focus- as we work towards success, I'm grateful to have the group that we do always aiming to support one another.”

**33**

TOTAL ON-SITE MANAGEMENT

## COOPER STEEL SELF-PERFORMED TEAM:

**59** IRON-WORKERS

**32,589**

COOPER STEEL SELF-PERFORMED HOURS (JUNE 2021 - AUGUST 2021)



**HARVEY MARTIN**  
VP, Self Performed Group

“From field laborer, to truck driving, forklift material handling, operating cranes, and overseeing field work, I have had the opportunity to learn from the best and polish the skills of the trade.”

## PROJECT HIGHLIGHT

Our team recently topped out this impressive 14,500-ton project in Matteson, IL after only 25 weeks of erection. The successful erection of this 3.4M SF distribution facility required communication and teamwork throughout the company, from our safety department to on-site employees, project management team and office personnel.



**25**

WEEKS (UNION LABOR)

**14,500**

TONS

**3.4M**

SQ FT

## IRON-WORKERS WHO HAVE SPENT 10+ YEARS ON COOPER'S TEAM:



**JEFF WHEAT**  
**23 YRS**

“Cooper Steel is less like an employer and more like a family.”



**JOE JUNG**  
**18 YRS**

“Two things I've learned, understanding and patience- understand everything does not go as planned and having the patience to deal with all that goes on in a field environment. At the end of the day, we look back on what we do go through and it makes us realize what a great team we have, that's what motivates me.”



**JEREMY FINCHUM**  
**10 YRS**

“I'm truly thankful to work for a company that values its employees as much as Cooper does.”

## STEEL PRICE CHANGES PER TON

JANUARY 1, 2020 - JULY 31, 2021

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

NET EFFECT

□ +\$1,415 □ +200% (PLATE)

■ +\$1,700 ■ +270% (TUBING)

■ +\$595 ■ +93% (WF BEAM)

■ +\$480 ■ +50% (ANGLE, CHANNEL, BAR)

### PRICING BREAKDOWN

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

#### PRICING:

After being relatively stable for the past few years in October 2020 steel prices across the board began a precipitous rise.

Since October 2020:

Wide Flange +93% Plate +200% Angle/Channel +50% HSS Tubing +270%

Also during the same time period Joist and Deck prices have increased 360%

#### AVAILABILITY:

**Wide Flange:** Mills are running at 80-90% maximum capacity and have product readily available. Mill rollings are filling up earlier so lead times are increasing 2-4 weeks.

**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. Tubing is rolled on demand so pricing is only good for 15 days and is very volatile.

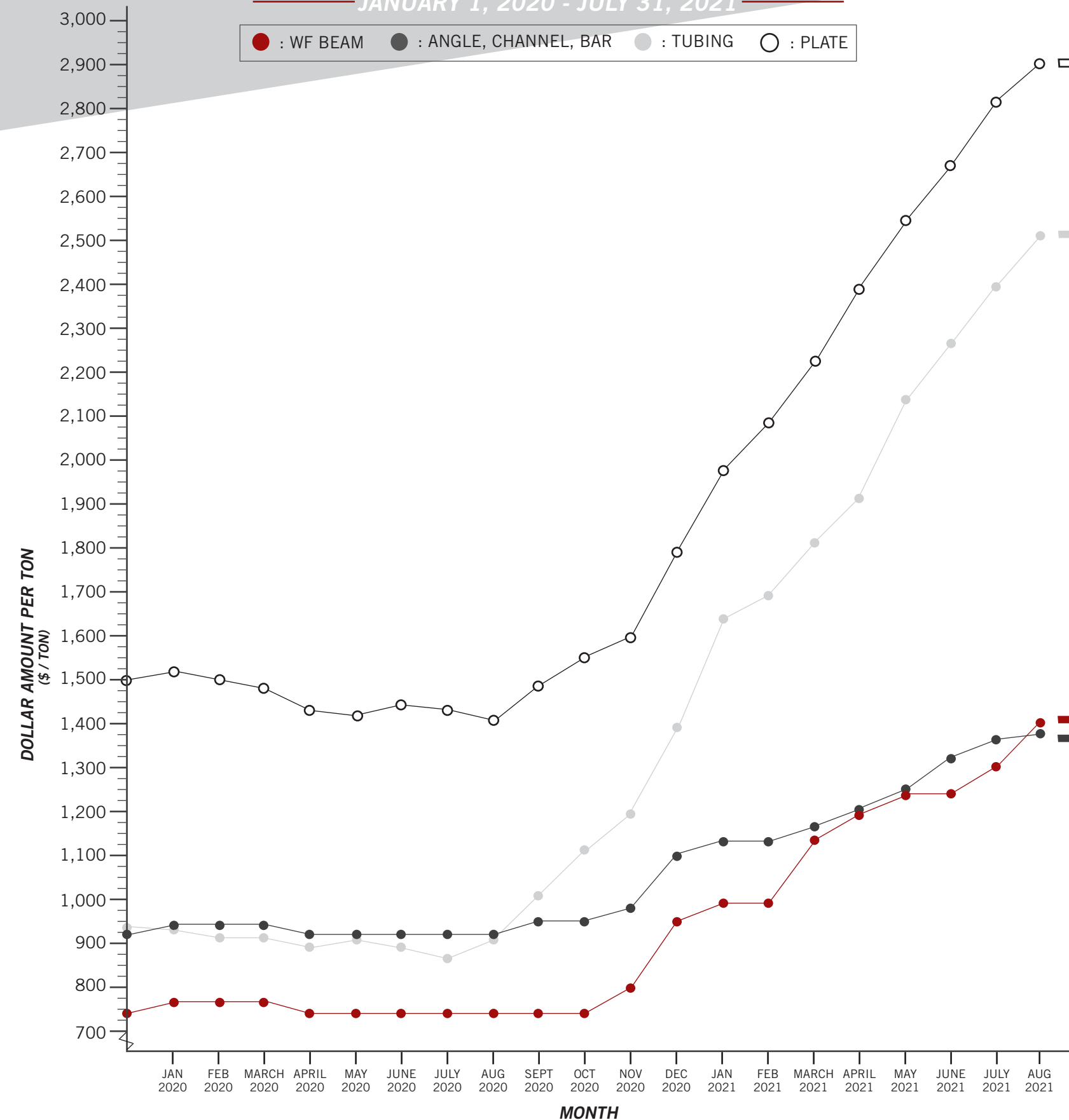
**Joist/Deck:** Lead times have increased from 12 weeks to 24-30 weeks.

#### LOGISTICS:

We continue to see trucking problems across the whole supply chain, getting raw materials from the mills and getting finished product to the job sites. Shipments have been delayed searching for trucks to carry loads. Freight prices have increased 50-60%. We have seen improvement in the last few weeks as more truck drivers get off the unemployment rolls and back to work.

#### FUTURE:

Demand for all steel products continues to be strong however we think prices have peaked and will begin an adjustment to lower levels in the near future. How much lower depends on many factors including general economic health, amount of imported steel, new mills coming on line etc.



## A Time To Reflect

Acknowledging what we have accomplished together, and enjoying the final product that evolved from many detailed steps.



### RECENTLY AWARDED: SEAA PROJECT OF THE YEAR HONORABLE MENTION

This state-of-the-art multi-purpose theatre in the Nashville area is projected to seat 1,700, while also housing two event spaces that can hold over 900 people. As this project was not a standard building or construction process, many months of planning were required to ensure the dome ceiling, arch entryways, stage house and auditorium trusses would be structurally sound while also creating a breathtaking aesthetic. Prior to ground-breaking, planning and attention to detail were heightened as the Cooper Steel estimating and design team worked diligently to create the logistics of steelwork for this project.

SEAA Project of the Year

### 17th & Grand Ground Breaking

“Cooper Steel and the Cooper Family have been fortunate to be a part of the Nashville Community for many years. We are proud to partner with the experienced development team at Hall Emery and excited about moving our offices to historic Music Row. We look forward to continuing to grow our business, our team, and our families in Nashville.”  
- Gary Cooper, CEO & Chairman of the Board at Cooper Steel



NATIONAL SAFETY STAND-DOWN WEEK TO PREVENT FALLS IN CONSTRUCTION

## COMMUNITY INVOLVEMENT:

### Cops and Bobbers

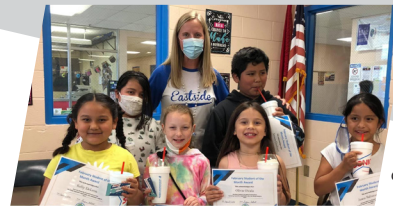
The Shelbyville Police Department took 50 Bedford County Schools students out fishing for the day. Members of our staff volunteered to come out to the event to help bait some hooks and reel in some big fish!



### Eastside Elementary School



Field Day



Student of the Month Program

### Horton Haven Christian Camp



### Waverly, TN Flooding Disaster Relief



### United Way of Bedford County Wounded Warrior Homes of Hope

## SAFETY MANPOWER:

15

SAFETY EMPLOYEES

8

ON-SITE SAFETY EMPLOYEES



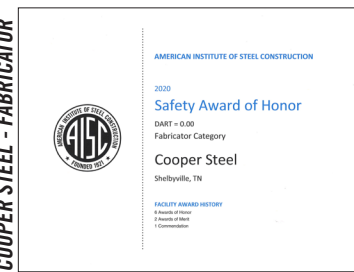
JASON FARRIS  
VP, Safety Compliance

“As our team grows, our focus stays the same- what we execute in all areas of our business requires safety to be at the top of our priority list. If you know your main objective is to be accident-free each day, it gives your co-workers the confidence that you are looking out for them in the process of each daily task.”

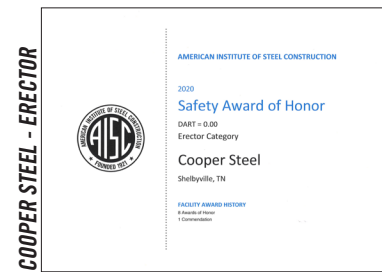
## AISC SAFETY AWARDS:

This award recognizes safety performance, measured by the number of recordable lost work cases per 200,000 man hours worked. Each award given, indicated a perfect record (DART=0).

COOPER STEEL - FABRICATOR



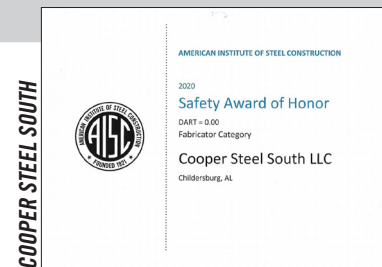
COOPER STEEL - ERECTOR



COOPER STEEL OF VIRGINIA



COOPER STEEL SOUTH



## WORLD CLASS WINNERS OF SEAA'S 2021 SAFETY EXCELLENCE AWARD!

Cooper Steel was recognized as a steel erection company that goes above and beyond in the efforts to provide a safe place for our iron-workers to perform their job. We are proud of our team for this achievement and continue to focus on the importance of safety day-in and day-out while working in the field.



# COOPER STEEL

BUILD STRONG. STAND STRONG.

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