

January 27, 2021

Dear Valued Customer,

Searing Industries purchases steel from a variety of sources to support the production of steel tubes at our manufacturing facility. Depending on the supplier, we may, at any time, have steel coils manufactured by the Basic Oxygen Furnace (BOF) and by the Electric Arc Furnace (EAF) to be used in the production of our Hollow Structural Sections (HSS).

Using information from the American Iron and Steel Institute (AISI) and the Institute of Scrap Recycling Industries (ISRI) and based on 2007 tonnage information the recycled content of steel from BOF and EAF mills is as follows:

BASIC OXYGEN FURNACE (BOF)

Total recycled content	32.3%
Post-Consumer Recycled Content	25.5%
Pre-consumer Recycled Content	6.8%

ELECTRIC ARC FURNACE (EAF)

Total recycled content	88.3%
Post-Consumer Recycled Content	56.9%
Pre-consumer Recycled Content	31.4%

Richard Searing
Executive Vice President of Operations