MARKETING ANNOUNCEMENT



Marketing Announcement – Color and Material Availability Updates
August 26, 2024

To: Drexel Metals' Valued Customers

Drexel Metals has updated its color offering with new stocked colors and adjusted gauge availability. These refinements reflect Drexel Metals' commitment to providing a diverse selection of colors while maintaining inventory of our top colors and reducing lead times. Stocking the most frequently requested finishes and gauges allows us to better support the needs of our customers as quickly and efficiently as possible.

"Drexel Metals is constantly looking at ways to better service the customer. A review of all our colors and gauges helped identify the slow movers from the volume drivers. This was critical in deciding what to place on our color chart and in inventory. Our goal is to ensure we have the inventory, especially the high-demand colors, across our network of 14 plants when our customers need it," said Brian McLaughlin, Director of Sales.

Changes made to Drexel Metals' coil and sheet stocking program include the following:

New Colors:

- Anodic Clear
- Berkshire Blue
- Burnished Slate
- Evergreen
- Graphite
- Onyx

Silversmith

Name Change:

• Antique Metal is now Weathered Steel

Removed Colors:

- Aged Copper*
- Vintage*
- Urban Slate*

- Aspen Bronze*/**
- Autumn Red*/**
- Chestnut Brown*/**
- Midnight Green*/**
- Nantucket Gray*/**
- Pine*/**

^{*} These colors can still be quoted but will incur longer lead times than stocked products and require minimum order quantities.

^{**}Removed low-gloss colors will still be available in the Mid-Atlantic region.

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Gauge Availability:

Please reference the back of the updated color chart for a complete list of stocked gauges. Standard finishes that are not shown as available in a desired gauge can still be quoted but will have extended lead times and minimum quantity requirements.

Contact your Drexel Metals sales representative for additional information.

Updated color charts are available and can be ordered via the online <u>samples and literature order form</u>.

Sincerely,

Todd Bergman

Carlisle Architectural Metals Product Manager