

Over 100 Years of Excellence
Est. 1903

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www.felkerbrothers.com

FELKER PIPING PRODUCTS

A DIVISION OF FELKER BROTHERS CORP.

ISO 9001 Certified



September 25, 2017

To Our Valued Customer:

Re: Price Announcement

Effective with all new orders placed on or after November 1, 2017, Felker Brothers will increase net prices approximately 3% to 5% on pipe and tube products.

This price increase is necessary to offset the attached November 2017 flat rolled price announcements from the steel mills.

Alloy surcharges will continue to be added to base prices of pipe and tube based on the recognized industry standard, unless noted otherwise on our quotation.

Thank you for your continued support of Felker Brothers Corporation. If you have any questions, please feel free to contact your sales representative or our sales office.

Sincerely,

FELKER BROTHERS CORPORATION

Randy Krogman

Randy Krogman
Sales Manager

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Attachments:

1. North American Stainless
2. Outokumpu



North American Stainless

6870 HWY 42 East
Ghent, KY 41091

Phone: 502-347-6000
Website: WWW.NAS.US

September 20, 2017

To Our Valued Customers,

Due to further rising manufacturing and operational cost, it is necessary that NAS increase the price on the following products effective with shipments November 1, 2017:

- Cold Rolled 300 series, 200 series, and 400 series increase achieved by reducing the functional discount 2 points.
- Continuous Mill Plate (CMP) of thickness 3/16" and greater increased by \$40/ton (\$.02/lb).
- Continuous Mill Plate (CMP) thickness less than 3/16" to be increased \$80/ton (\$.04/lb).

Please note, all active requests for quote will be subject to the price changes listed above.

Please contact your Regional Sales Representative should you have any additional questions.

Sincerely,

A handwritten signature in black ink, appearing to read "Chris Lyons", written in a cursive style.

Chris Lyons
Vice President – Commercial

Date: September 21, 2017
RE: November 2017 Price Increase Announcement

Dear Valued Customer,

Effective with shipments beginning November 1st, 2017, Outokumpu Coil Americas will implement the following price increase on all PIE/Non-contract orders:

- Cold Rolled 200, 300 & 400 Series will have their discount reduced by 2 total points.
- CMP base pricing will be increased by .02/pound on 3/16" and heavier items.
- CMP base pricing will be increased by .04/pound on items less than 3/16" thick.

All pending quotes are subject to the above price increase. Please contact your local Outokumpu Americas sales representative with any questions.

We thank you for your continued support.

Regards,



Stephen Letnich
Vice President Sales - Americas