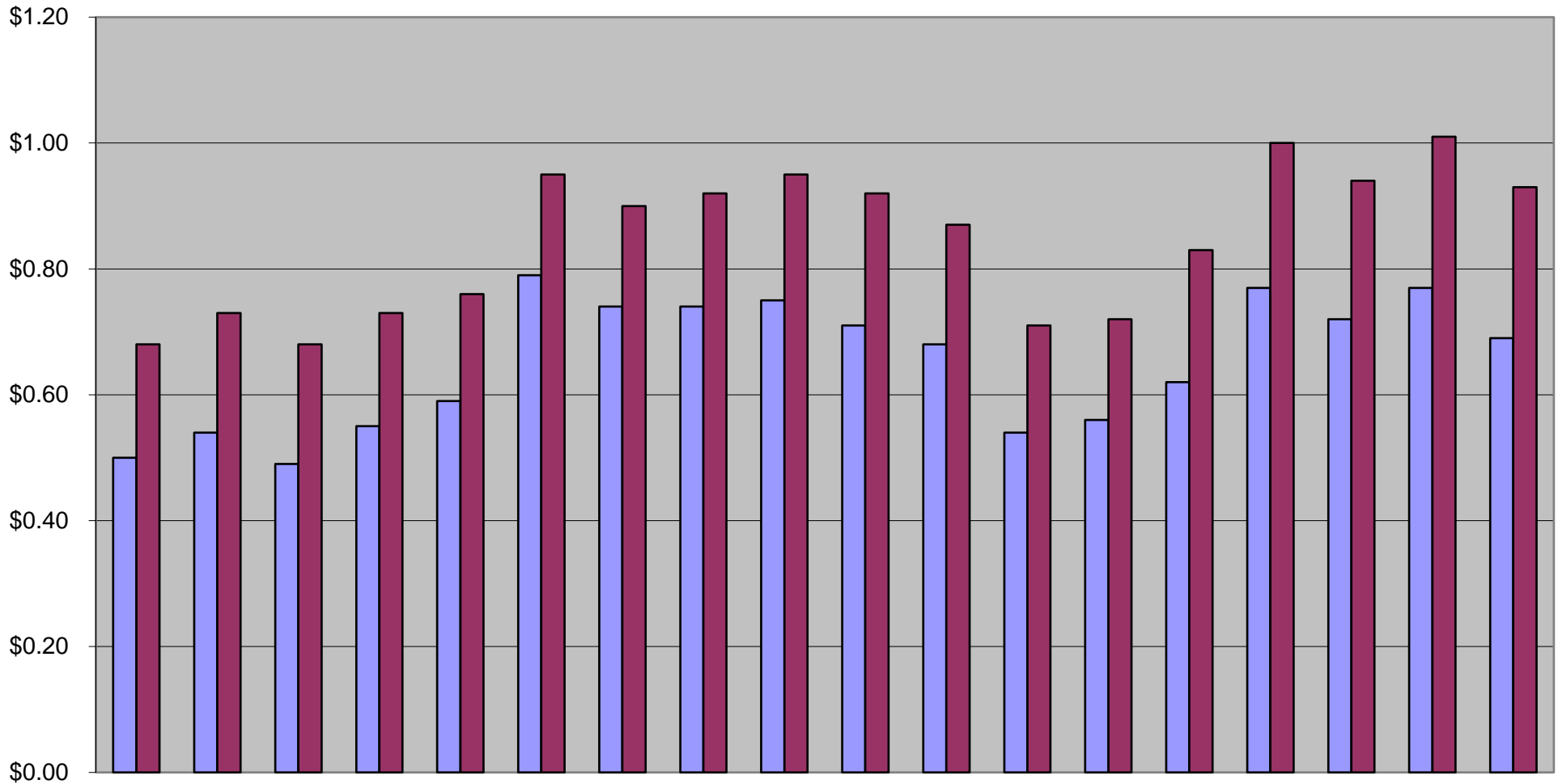




Alloy Surcharge Price Per Pound (USD)



	Aug 2016	Sep	Oct	Nov	Dec	Jan 2017	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan 2018
304/304L	\$0.50	\$0.54	\$0.49	\$0.55	\$0.59	\$0.79	\$0.74	\$0.74	\$0.75	\$0.71	\$0.68	\$0.54	\$0.56	\$0.62	\$0.77	\$0.72	\$0.77	\$0.69
316/316L	\$0.68	\$0.73	\$0.68	\$0.73	\$0.76	\$0.95	\$0.90	\$0.92	\$0.95	\$0.92	\$0.87	\$0.71	\$0.72	\$0.83	\$1.00	\$0.94	\$1.01	\$0.93



December 22, 2017

To Our Valued Customer:

Listed below is a breakdown of alloy surcharges.

Alloy Surcharges Per Pound												
Type/ Year	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
304L												
2006	\$0.599	\$0.639	\$0.693	\$0.717	\$0.707	\$0.887	\$1.070	\$1.055	\$1.369	\$1.570	\$1.540	\$1.670
2007	\$1.64	\$1.78	\$1.91	\$2.18	\$2.52	\$2.76	\$2.85	\$2.36	\$1.92	\$1.58	\$1.70	\$1.83
2008	\$1.85	\$1.63	\$1.77	\$1.84	\$2.12	\$2.10	\$1.99	\$1.86	\$1.77	\$1.62	\$1.40	\$0.89
2009	\$0.67	\$0.52	\$0.55	\$0.48	\$0.42	\$0.47	\$0.59	\$0.73	\$0.83	\$1.04	\$0.95	\$0.98
2010	\$0.88	\$0.91	\$1.05	\$1.14	\$1.38	\$1.59	\$1.35	\$1.20	\$1.17	\$1.27	\$1.36	\$1.41
2011	\$1.37	\$1.45	\$1.56	\$1.70	\$1.63	\$1.59	\$1.47	\$1.37	\$1.43	\$1.29	\$1.14	\$1.11
2012	\$1.08	\$1.16	\$1.24	\$1.18	\$1.09	\$1.06	\$1.00	\$0.94	\$0.92	\$0.96	\$0.99	\$0.91
2013	\$0.97	\$0.98	\$1.01	\$0.96	\$0.93	\$0.86	\$0.83	\$0.79	\$0.81	\$0.80	\$0.80	\$0.83
2014	\$0.81	\$0.83	\$0.85	\$0.90	\$0.98	\$1.12	\$1.11	\$1.12	\$1.11	\$1.11	\$0.98	\$0.90
2015	\$0.95	\$0.88	\$0.81	\$0.77	\$0.71	\$0.74	\$0.72	\$0.65	\$0.59	\$0.53	\$0.52	\$0.49
2016	\$0.42	\$0.42	\$0.40	\$0.41	\$0.43	\$0.46	\$0.44	\$0.50	\$0.54	\$0.49	\$0.55	\$0.59
2017	\$0.79	\$0.74	\$0.74	\$0.75	\$0.71	\$0.68	\$0.54	\$0.56	\$0.62	\$0.77	\$0.72	\$0.77
2018	\$0.69											
316L												
2006	\$1.508	\$1.443	\$1.381	\$1.444	\$1.435	\$1.659	\$1.960	\$1.930	\$2.309	\$2.630	\$2.600	\$2.720
2007	\$2.69	\$2.83	\$3.00	\$3.34	\$3.82	\$4.12	\$4.34	\$3.73	\$3.14	\$2.73	\$2.87	\$3.02
2008	\$3.06	\$2.75	\$2.94	\$3.02	\$3.33	\$3.26	\$3.11	\$2.94	\$2.84	\$2.68	\$2.43	\$1.65
2009	\$0.93	\$0.76	\$0.82	\$0.72	\$0.64	\$0.70	\$0.88	\$1.08	\$1.26	\$1.66	\$1.45	\$1.43
2010	\$1.28	\$1.32	\$1.56	\$1.71	\$2.02	\$2.29	\$1.97	\$1.72	\$1.68	\$1.85	\$1.95	\$2.01
2011	\$1.99	\$2.09	\$2.24	\$2.43	\$2.32	\$2.28	\$2.13	\$1.97	\$2.01	\$1.84	\$1.63	\$1.58
2012	\$1.55	\$1.65	\$1.78	\$1.70	\$1.58	\$1.54	\$1.45	\$1.37	\$1.30	\$1.36	\$1.40	\$1.29
2013	\$1.37	\$1.40	\$1.43	\$1.35	\$1.30	\$1.22	\$1.18	\$1.10	\$1.11	\$1.10	\$1.09	\$1.14
2014	\$1.12	\$1.14	\$1.17	\$1.23	\$1.38	\$1.61	\$1.64	\$1.60	\$1.58	\$1.56	\$1.33	\$1.22
2015	\$1.27	\$1.18	\$1.09	\$1.03	\$0.96	\$0.98	\$0.94	\$0.82	\$0.74	\$0.66	\$0.64	\$0.59
2016	\$0.51	\$0.52	\$0.50	\$0.52	\$0.54	\$0.61	\$0.64	\$0.68	\$0.73	\$0.68	\$0.73	\$0.76
2017	\$0.95	\$0.90	\$0.92	\$0.95	\$0.92	\$0.87	\$0.71	\$0.72	\$0.83	\$1.00	\$0.94	\$1.01
2018	\$0.93											

If you have any questions, please feel free to give me a call. Thank you for your continued support.

Sincerely,

Randy Krogman
Sales Manager

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cc: FPP Sales Department
Keith Boernke
Al Michalski