

November 21, 2017

Dear Valued Customer,

Due to the increases in various raw materials, we are being assessed a surcharge from our suppliers. These surcharges must be passed along to all users of the grades to which they apply. They will go into effect with shipments as of **December 1st, 2017**. We will continue to monitor the situation and communicate any changes in surcharges when they occur.

Surcharge (Grade)	December 2017 Scrap Surcharge (\$/cwt)	Alloy Surcharges (Cr, Ni, Mo, V, Mn) (\$/cwt)
Carbon and Alloy Bars thru 1" and any stock which Banner must buy as CF before grinding	\$8.37	
Carbon and Alloy Bars over 1" thru 3.5"	\$7.75	
Large Carbon and Alloy Bars above 3.5"	\$8.84	
4140		\$2.44
4340		\$7.02
8620		\$3.23
10V45		\$1.37
Manganese (Applicable to all Carbon and Alloy grades)		\$0.49

We appreciate your business. Please do not hesitate to contact us with any questions or concerns.

Sincerely,

Erik Hansen
VP of Sales - Commercial

December 2017 Surcharge Letter