

December 28, 2018

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 **January 1st, 2019**. We will continue to monitor the situation and communicate any changes in surcharges when they occur.

Surcharge (Grade)	January 2019 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	\$13.65	
Carbon and Alloy Bars over 1" thru 3.5"	\$12.65	
Large Carbon and Alloy Bars above 3.5"	\$13.65	
4140		\$3.00
4340		\$7.00
8620		\$4.00
10V45		\$6.00
Manganese (Applicable to all Carbon and Alloy grades)		\$0.35

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

Sincerely,

Erik Hansen
VP of Sales - Commercial

January 2019 Surcharge Letter