

October 23, 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 **November 1st, 2018**. We will continue to monitor the situation and communicate any changes in surcharges when they occur.

<b>Surcharge (Grade)</b>	<b>November 2018 Scrap Surcharge (\$/cwt)</b>	<b>Alloy Surcharges (Cr, Ni, Mo, V, Mn) (\$/cwt)</b>
<b>Carbon and Alloy Bars thru 1" and any stock which Banner must buy as CF before grinding</b>	<b>\$12.34</b>	
<b>Carbon and Alloy Bars over 1" thru 3.5"</b>	<b>\$11.42</b>	
<b>Large Carbon and Alloy Bars above 3.5"</b>	<b>\$13.02</b>	
<b>4140</b>		<b>\$3.25</b>
<b>4340</b>		<b>\$8.52</b>
<b>8620</b>		<b>\$4.20</b>
<b>10V45</b>		<b>\$4.84</b>
<b>Manganese (Applicable to all Carbon and Alloy grades)</b>		<b>\$0.39</b>

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

Sincerely,

Erik Hansen  
VP of Sales - Commercial

November 2018 Surcharge Letter