



Natrona Heights Operations
1300 Pacific Avenue
Natrona Heights, PA 15065
Tel: 724-226-6259
ATImetals.com

Raymond J. Polinski
*Vice President and General Manager
Coil Finishing and Standard Sheet Sales & Marketing*

Thomas J. Matway
*Vice President and General Manager
Specialty Sheet Sales, Marketing & Product Development*

December 21, 2015

Dear Valued Customer:

Subject: Update to Standard Stainless Price Announcement Dated 12/07/15

Effective with shipments January 1, 2016, ATI Flat Rolled Products will increase the base prices of all standard stainless grades of cold-rolled sheet & strip and tubular quality sheet & strip products by reducing the functional discount by 2 points.

ATI will also increase the price of the below products on January 1, 2016:

- Increase the polishing extra by decreasing the polish discount by 10 percentage points.
- Increase the base price of CMP by \$0.02/lb.
- Increase the price of automotive sheet and strip grades by \$0.02/lb.

Effective with shipments on February 1, 2016, ATI will increase the base prices of all standard stainless grades of cold-rolled sheet & strip and tubular quality sheet & strip products by reducing the functional discount by 2 points. ATI will also increase the polish extra by decreasing the polish discount by 10 percentage points.

This price increase is necessary to support continued growth and investment in our business. Please contact your ATI Flat Rolled Products sales representative for further details.

Sincerely yours,

A handwritten signature in black ink, appearing to read "Raymond J. Polinski", is written over a horizontal line.

Raymond J. Polinski
Vice President and General Manager – Coil Finishing and Standard Sheet Sales & Marketing

A handwritten signature in black ink, appearing to read "Thomas J. Matway", is written over a horizontal line.

Thomas J. Matway
Vice President and General Manager – Specialty Sheet Sales, Marketing & Product Development