



1300 Pacific Avenue
Natrona Heights, PA 15065
Tel: 724-226-6215
ATImetals.com

Jeffrey H. Thompson
Vice President, Commercial

February 20, 2018

Subject: Electrode Surcharge

Dear Valued Customer:

Effective with shipments beginning April 1, 2018, ATI Flat Rolled Products is adding an electrode surcharge of \$0.02/lb. for all stainless steels.

Effective with shipments beginning June 1, 2018, ATI Flat Rolled Products is adding an electrode surcharge of \$0.05/lb. for all nickel and cobalt alloys.

This surcharge is necessary to capture rapidly rising costs for raw materials used in the manufacture of melting process electrodes and refractories.

ATI FRP will set the electrode surcharge rate quarterly. The current rates will be in effect for shipments through June 30, 2018. Q3 rates will be established when the July surcharge is announced for the stainless steel and nickel and cobalt alloys.

We appreciate your continued support as we implement this addition to the surcharge. If you have any questions, please contact your ATI Flat Rolled Products sales representative.

Sincerely yours,

A handwritten signature in black ink that reads "Jeffrey H. Thompson" with a long horizontal flourish extending to the right.

Jeffrey H. Thompson
Vice President, Commercial