

12th October 2017

Dear Valued Customer

### **Price Increase Notification**

Global prices for finished steel and stainless steel products have steadily been rising over recent months, driven by increasing commodity prices used in steel making and greater demand for metal products.

Of note over this period, have been the significant cost increases for coking coal, iron ore, nickel and zinc.

Due to these market conditions over recent months, we have received price increases from our main suppliers which we cannot continue to absorb.

It has therefore become necessary to increase our prices on a range of steel, stainless steel and allied products. The below headline increases will start to apply for orders placed and deliveries commencing from 15 November 2017.

• Sheet, Plate & Coil	up to 10%
• Merchant bar	8%
• RHS / SHS	10%
• Pipe	7.5%
• Reinforcing mesh & bar	14%
• Structurals	8%
• Linepipe	10%
• Pipe Fittings	up to 12%
• Engineering Steels	up to 8%
• Fastenings	up to 15%
• Stainless Steel	7.5%
• Chain & Rigging	5%

Included in our November product pricing is a minor inflation adjustment of 2% due to cost increases received from our transport and business service providers.

Rest assured, we are committed to working with you as a reliable and competitive supplier through this upcoming period of market volatility.

I would also like to take this opportunity to thank you for your ongoing support of Steel & Tube in this challenging business environment.

Should you require any further details or if we can be of any assistance, please feel free to contact your local Steel & Tube branch or your account manager, who will have full details on your new prices.

Yours sincerely,



**Mark Malpass**  
**Interim Chief Executive Officer**

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