

Nelson Smith
811 Atlantic St.
N. Kansas City, MO 64116

February 28, 2011

To Our Valued Customers,

Effective with new orders received after Monday, February 28, 2011, EXLTUBE will increase prices for our ERW Standard Pipe Products a minimum of \$80/ton on all sizes. Continued escalation of hot rolled steel and other input costs necessitate the increase. All unconfirmed quotations and pending contracts are subject to this increase.

Thank you for your business and your continued support. If you have any questions, please contact your sales representative.

Sincerely,

Nelson Smith
Product Manager