



TUBE FORGINGS *of* AMERICA INC.

Celebrating Over 50 Years of Quality, Service and Dependability

March 2, 2018

RE: New TFA Price Sheet WF-18-A

To Our Valued Customers:

As you know, we have not had a price increase since 2008. On the contrary, we've reduced some prices since 2008. TFA's current Price Sheet WF-11-A included price **decreases** made in 2011 which needed to be made to be more in line with other Domestic pricing.

Over the last ten years, we have seen raw material price increases; and more so recently. We've increased wages to remain competitive because of the labor shortages seen in all manufacturing sectors. Health Care costs, Worker and Liability Insurances, Utilities and other costs have gone up.

Attached is TFA's new **Price Sheet WF-18-A and is effective on March 19, 2018.** WF-18-A represents a weighted average increase of approximately 8%.

We will be monitoring the recent "232" announcement of 25% Tariffs on Steel Products. Once implementation guidelines are finalized we will evaluate and advise. WF-18-A is not intended to capture possible cost impacts of any future "232" action.

Thank you for your support of TFA.

Should you have any questions, please do not hesitate to contact me.

Regards,

Patrick R. Benavides
Vice President / COO