



WESTBROOK MANUFACTURING

1111 Lockwood Drive, Houston, TX 77020

<http://www.westbrookmfg.com>

(713) 675-6438

16 July 2018

Dear Valued Customer,

As you know there has been a significant amount of uncertainty in the markets as talks of tariffs, trade wars, and countervailing duties have been in the air for some time now. Earlier this year, we announced a price change to account for the raising costs of our raw material inputs that have steadily risen as the oil and gas markets have recovered. Since our announcement the Section 232 tariffs have been fully implemented and a significant number of major countries were affected. Additionally, several countries have agreed to adhere to quotas on product entering the US which has placed additional upward pressure on prices.

The unfortunate result of these factors is that we will not be able to service your needs at the currently posted prices. We will implement a price increase of approximately 8% on our seamless nipple, welded nipple, swage nipple, and bull plug product lines. For your company's specific implementation date please contact your account representative at 713-675-6438. New product specific price sheets will be disseminated to you soon.

Westbrook appreciates the opportunity to service your organization's pipe nipple, swage nipple, bull plug, and OCTG needs and we look forward to continuing our relationship with you. We know that you may have questions regarding these changes and we would love to hear from you if that is the case. Please don't hesitate to contact me by any of the means below:

Sincerely,

Danny Westbrook

Danny Westbrook

Senior Vice President

(713) 678-1408 (office)

DannyW@Westbrookmfg.com