

# **ITW Insulation Systems**

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## **PABCO - CHILDERS METALS**

October 21, 2004

To: Business Partners

Subject: Stainless Steel Finish

Demand for stainless steel remains incredibly strong. Surcharges are at record highs. Mills are continuing to charge more for narrow width and thinner gauge material as they try to maximize their profits. Type 316 is in such tight supply that future stainless steel increases will be greater on type 316 than on type 304.

Because of strong Asian demand and sold out capacity, price in effect at time of delivery on project quotes remains in place.

Our primary focus is to make sure we have a reliable supply of inventory so you can service your customers. To accomplish our goal, we must source stainless steel metal from a variety of mills, which can mean differences in finish. We will do our best to keep the finish on stainless steel consistent; however, effective immediately we can not guarantee finish on stainless material or accept returns based on variations of finish.

To help you get the word out to the market place, we will post this announcement on our website, [www.itwinsulation.com](http://www.itwinsulation.com), and all quotes will contain a disclaimer stating that stainless steel finish may vary.

Thank you for your assistance during this difficult period in the metal industry.

Sincerely,

David Wilken  
Global Sales Manager