



Good afternoon,

You are receiving this communication because either you or your account manager has subscribed you to our “advanced price notifications.” If you wish to be removed, simply reply to this email and type “REMOVE” in the subject line and we will remove your email address from all future notifications.

Like so many other industries, our factory partners have done their best to honor their pricing and lead times for as long as possible, however commodity pricing has continued to climb along with energy, inland shipping expenses, employee shortages and general operating costs. MSI has adjusted our replenishment patterns to account for increased demand and longer transit times, and fully expects to regain the strong serviceability we once enjoyed.

Over the past several months many in the industry have announced major increases due to myriad factors. From the costs of raw materials particular in our brass and stainless steel products (copper, zinc, tin, nickel, chromium and molybdenum), to the increase in cold rolled steel products. Additionally, the increased inland and overseas shipping expenses make this increase necessary.

Any orders received before May 2nd 2022 will be honored at current price levels, HOWEVER QUANTITY RESTRICTIONS WILL APPLY. The following product categories will be affected by this increase:

MSI RESERVES THE RIGHT TO LIMIT ORDER QUANTITIES BASED ON HISTORICAL PURCHASES

600 - Cast Bronze Threaded Fittings (BR-0522) supersedes (BR1221)- 9% *The current price of copper is unprecedented. While MSI has always taken a cautious approach and not overreacted, the market price for copper has continued to climb and shows no sign of slowing down. This is an industry list price change only, **your current discounts will not be affected***

616 - Lead Free Bronze Threaded Fittings (LFBR-0522) supersedes (LFBR-1221)- 9% *The current price of copper is unprecedented. While MSI has always taken a cautious approach and not overreacted, the market price for copper has continued to climb and shows no sign of slowing down. This is an industry list price change only, **your current discounts will not be affected***

718 - Red Brass Nipples (BRN-0522) supersedes (BRN-1221) - 6% *The current price of copper is unprecedented. While MSI has always taken a cautious approach and not overreacted, the market price for copper has continued to climb and shows no sign of slowing down. This is an industry list price change only, **your current discounts will not be affected***

367 - S40 & S80 Stainless Steel Nipples (SSN-0522) supersedes (SSN-1221) - 11% *New raw material increases coupled with incredibly high global demand means massive implications on steel tubular products including pipe nipples and couplings. This is an industry list price change only, **your current discounts will not be affected.***

300 - 150lb Stainless Steel Fittings (SSC-0522) supersedes (SSC-1221) - 6%, *New raw material increases coupled with incredibly high global demand means massive implications on scrap pricing impacts this increase. This is an industry list price change only, **your current discounts will not be affected.***

340 - Forged Stainless Steel Fittings (SSFS-0522) supersedes (SSFS-0621) - 14% - *Along with the aforementioned rising transportation and insurance costs, stainless steel solid billet costs have increased over 15% along with the myriad products produced from them. This is an industry list price change only, **your current discounts will not be affected.***

727 / 729 - S40 Welded & S80 Seamless Steel Nipples (SN-0522) supersedes (SN-0621)-15% - *Both National and international production of carbon steel tubing has been unable to keep up with current demand. New raw material increases have direct implications on steel tubular products including pipe nipples and couplings. This is an industry list price change only. **your current discounts will not be affected.***



240 - Forged Carbon Steel Fittings (FS-0522) supersedes (FS-0621) - 13% - 30% - Along with the aforementioned rising transportation and insurance costs, steel pipe costs have increased over 20% in 2021 along with the myriad products produced from them. This is an industry list price change only, **your current discounts will not be affected**

213 - Merchant Steel Couplings (STC-0522) supersedes (STC-1221) - 8.5% - Both National and international production of carbon steel tubing has been unable to keep up with current demand. New raw material increases have direct implications on steel tubular products including pipe nipples and couplings. This is an industry list price change only. **your current discounts will not be affected.**

250 / 251 - Carbon Steel Butt weld Fittings (SBW-0522) supersedes (SBW-0621) - 8-18% - Along with the aforementioned rising transportation and insurance costs, steel pipe costs have increased substantially over 2021 costing along with the myriad products produced from them. This is an industry list price change only, **your current discounts will not be affected.**

275 - Forged Carbon Steel Flanges (SFLG-0522) supersedes (SFLG-0621) - 8-25% - Along with the aforementioned rising transportation and insurance costs, steel pipe costs have increased substantially over 2021 costing along with the myriad products produced from them. This is an industry list price change only, **your current discounts will not be affected.**

660 - Aluminum Threaded Fittings (ALMF-0522) supersedes (ALMF-1221)- 20% The current price of Aluminum has increased steadily over the years. Both market prices and lead time for Aluminum products have continued to climb and list pricing needs to reflect the current market conditions. This is an industry list price change only, **your current discounts will not be affected**

680 - Aluminum Threaded Nipples (ALMN-0522) supersedes (ALMN-1221) - 15% The current price of Aluminum has increased steadily over the years. Both market prices and lead time for Aluminum products have continued to climb and list pricing needs to reflect the current market conditions. This is an industry list price change only, **your current discounts will not be affected**

200 / 290 - Malleable Iron Threaded Fittings (MI-0522) supersedes (MI-1221)- 8% The current price of steel scrap has increased steadily over the last few months. Pricing has continued to climb and manpower shortages in Thailand have forced wages to climb precipitously. This is an industry list price change only, **your current discounts will not be affected**

724 - A105gB Carbon Steel Sandblasted Seamless Nipples (CSGB-0522) supersedes (CSGB-1221) - 15% Both National and international production of carbon steel tubing has been unable to keep up with current demand. New raw material increases have direct implications on steel tubular products including pipe nipples and couplings. This is an industry list price change only. **your current discounts will not be affected.**

360 - Stainless Steel Butt weld Fittings (SSBW-0522) supersedes (SSBW-1221) - 15 - 30% POA Price on Application - Along with the aforementioned rising transportation and insurance costs, stainless steel pipe costs have increased tremendously along with the myriad products produced from them. All items will be quoted based on Application until further notice.

375 - Stainless Steel Forged Flanges (SSFLG-0522) supersedes (SSBW-0818) - 15 - 50% POA Price on Application - Along with the aforementioned rising transportation and insurance costs, stainless steel pipe costs have increased tremendously along with the myriad products produced from them. All items will be quoted based on Application until further notice.

000 - Forged Carbon Steel, Brass, Bronze, Stainless Valves (VLV-0522) supersedes (VLV-1221) - 10% - 15% Along with the aforementioned rising transportation and insurance costs, raw material costs have increased over 20% in 2021 along with the myriad products produced from them. This is an industry list price change only, **your current discounts will not be affected** (



Reference Articles

<https://www.taipeitimes.com/News/biz/archives/2022/03/27/2003775511>

<https://www.mysteel.net/article/5026870/BI-WEEKLY--China-mills-iron-ore-use-up--stocks-rebound.htm>

https://www.mysteel.net/price/350519_price/Steel-scrap-procurement-prices--Chinas-major-mills.html

<https://seekingalpha.com/news/3817042-cleveland-cliffs-rockets-higher-as-russia-ukraine-war-hits-steel-supply>

<https://seekingalpha.com/news/3815641-aluminum-steel-names-rise-as-russia-ukraine-war-lifts-metal-prices>

<https://www.kitco.com/commentaries/2022-01-17/Copper-boom-likely-to-last-for-decades-prompting-a-global-hunt-for-new-supply.html>

As always, MSI strives to keep our customers well-informed by providing as much comprehensive market intelligence as we possibly can. Should you have any questions, comments or concerns, please feel free to reach out to your MSI account representative directly.

Regards,

A handwritten signature in black ink, appearing to read 'Michael Jagmin', with a long horizontal flourish extending to the right.

Michael Jagmin

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