

Subject: FW: Ulbrich Stainless Steels

From: Ulbrich, Chris <culbrich@ulbrich.com>

Sent: Wednesday, October 21, 2020 12:05 PM

To: Paul Grady <Paul.Grady@aleragroup.com>; Curtin, Tom <tcurtin@ULBRICH.com>; Veltri, Victoria <Victoria.Veltri@ct.gov>

Subject: Re: Ulbrich Stainless Steels

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Chris

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CEO/Chairman

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From: Ulbrich, Chris <culbrich@ulbrich.com>

Date: October 21, 2020 at 11:58:02 AM EDT

To: Victoria.vetri@ct.gov <Victoria.vetri@ct.gov>, Paul Grady <Paul.Grady@aleragroup.com>, Ulbrich, Chris <culbrich@ulbrich.com>, Curtin, Tom <tcurtin@ULBRICH.com>

Subject: Ulbrich Stainless Steels

Victoria, Sorry for the quick note...but want to support these efforts.....Ulbrich has 300 employees in CT and 700 people use the healthcare in CT. Ulbrich fully supports the increase quality needs for the hospitals. As your letter says with leapfrog the poor ratings. I believe part of it is lack of competition. Hartford and Yale own everything. Their pricing is within dollars of each other. There is no reason to get better. As a business we pay 3 to 4 times what a Medicare patient pays. Why? This is wrong. It should be illegal. This is the only item we buy in America that there are no prices. Ulbrich wants to pay a fair price and get good quality. This is not too much to ask for in this awful system. The state needs to provide advise from 30000 feet to increase the quality and reduce costs. The fear is all the new buildings being built will need Billings! Ulbrich is one of the companies they are coming after. We need you now to reduce costs in the systems. Why? 30 hospitals in our small state. Ulbrich just went over 10 million dollars a year on medical and dental for 1300 lives nationwide. Our business in steel we still use the same price book from 1985. Why do these people need yearly increases then they can get the saving by getting better each year like us. Where is this going to end. A fair price , good quality and a known price. This is not too much to ask. Thanks for your efforts. Chris Ulbrich. CEO Chairmen. Ulbrich Stainless Steels and Special Metals, Inc.