

CHARLOTTE

PIPE AND FOUNDRY COMPANY

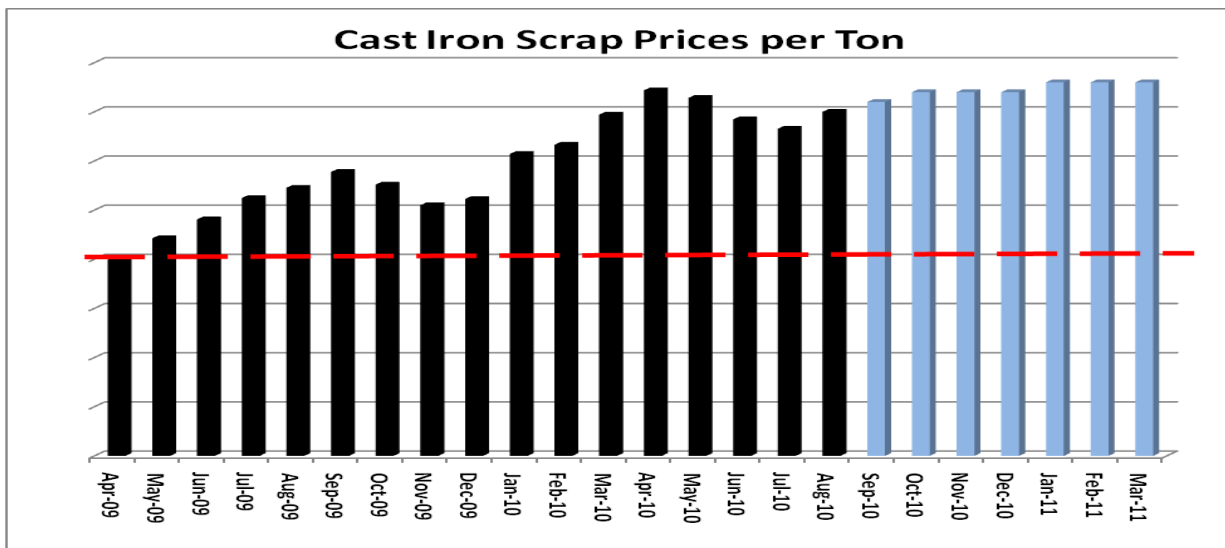
September 1, 2010

TO: Charlotte Pipe & Foundry Cast Iron Loyal Stocking Distributors

SUBJECT: Cast Iron List Price Increase Effective January 1, 2011

Due to large year over year cost increases in major raw materials, as well as increases in general operating expenses, we will increase our list prices on No-Hub, Service, and Extra Heavy pipe and fittings and Cast Iron Specials by approximately 7.5% effective January 1, 2011. We will calculate this increase by dividing our current list price sheets by .925. In addition, certain pipe and fittings items will increase by more than 7.5%.

Scrap prices have continued to increase over the past few years and are expected to remain at these higher levels through 2011.



In some regions of the country multipliers will also increase effective January 1, 2011. We will advise you of the 2011 multipliers for each product group by each individual market in separate letters in the next few weeks.

Please refer to our new 2011 list price sheets, on our web site, www.charlottepipe.com, which will be posted by Monday, September 20, 2010, for the exact 2011 list prices.

All orders at current prices must be entered with our office by no later than Thursday, December 30, 2010. All such orders will be for immediate shipment. No price protection will be offered.

Thanks for your business. Please contact your Charlotte Pipe Regional Sales Manager or local Charlotte Pipe Sales Representative with questions. We look forward to serving you in the future.

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