

CHARLOTTE

PIPE AND FOUNDRY COMPANY

May 9, 2011

TO: Our Valued Plastic Pipe Customers in **Arizona, California, Nevada, Utah and Southern Idaho**

SUBJECT: **ABS Foam Core and PVC Net Plastic Pipe Pricing**

Due to continued rising ABS raw material costs, we will increase our ABS Foam Core pipe prices effective Monday, May 16 2011 roughly by 12%.

Certain PVC DWV and PVC Foam Core pipe items have been adjusted to meet competitive conditions that have just recently developed in your market area.

Attached is our new plastic pipe price sheet for PVC and ABS pipe in your market area dated May 16, 2011. This new sheet supersedes all previous plastic pipe price sheets. **Please pay specific attention to the geography outlined above, since prices may vary across the country.**

We will accept pre-increase orders of no more than **two weeks (1/24th)** of your annual purchases from Charlotte Pipe. In order to receive the current pricing, orders must be received in our office by the close of business on Friday, May 13, 2011. All such orders will be for immediate release and shipment. Please consult your Charlotte Pipe Regional Sales Manager prior to placing such orders.

Please contact your Charlotte Pipe Regional Sales Manager or local Charlotte Pipe sales representative with questions.

As always, thank you for your business and the opportunity to serve you.

CHARLOTTE PIPE AND FOUNDRY COMPANY