

CHARLOTTE

PIPE AND FOUNDRY COMPANY

September 20, 2011

TO: Charlotte Pipe & Foundry Cast Iron Loyal Stocking Distributors

SUBJECT: Cast Iron List Price Increase Effective January 2, 2012

Due to cost increases in scrap iron and other 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 7.0% effective January 2, 2012. We will calculate this increase by dividing our current list price sheets by .93. In addition, certain pipe and fittings items will increase by more than 7.0%.

Our new 2012 list price sheets will be posted on our website, www.charlottepipe.com, by Monday, October 17, 2011.

All orders at current prices must be entered with our office by no later than Friday, December 30, 2011. **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.

CHARLOTTE PIPE AND FOUNDRY COMPANY