

CHARLOTTE

PIPE AND FOUNDRY COMPANY

January 17, 2012

TO: The Wholesalers of Plumbing Supplies Nationwide

SUBJECT: PVC Plastic Pipe Pricing

On top of a January PVC resin increase, resin manufacturers are again increasing price effective February 1, 2012. These price increases, are projected to continue thru the second quarter of 2012. Accordingly, we must increase our plastic pipe prices effective Monday, January 30, 2012.

Attached is our new January 30, 2012 plastic pipe price sheet for your market area. This new sheet supersedes all previous plastic pipe price sheets. **The new January 30, 2012 pipe sheets will be net prices with no discounts.**

We will strictly limit orders at current prices, placed between now and January 27th, not to exceed 1/12th of your annual purchases (in pounds) from Charlotte Pipe. Any and all orders at these prices must be received at our office no later than the close of business on Friday, January 27, 2011. All such orders must be for immediate release and shipment.

We anticipate additional pipe price increases will be necessary throughout the first half of 2012 to offset these rising costs.

For pricing information on plastic pipe products in your market area, please contact your local Charlotte Pipe Manufacturers Representative or your Charlotte Pipe Regional Sales Manager.

Thank you for the opportunity to serve you. We hope we may continue to serve you.

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