

CHARLOTTE

PIPE AND FOUNDRY COMPANY

August 22, 2018

TO: Charlotte Pipe & Foundry Cast Iron Loyal Stocking Distributors

SUBJECT: Cast Iron List Price Increase Effective January 1, 2019

Over the course of the last few months, our regional sales managers have communicated that, due to rapidly increasing raw material, freight, and other operating costs, we expected to increase our cast iron soil pipe prices at the beginning of 2019. Accordingly, we will increase our list prices on all No-Hub, Service Weight, and Extra Heavy pipe and fittings and Cast Iron Specials by 8.5% effective January 1, 2019. We will calculate this increase by dividing our current July 2, 2018 list price sheets by .915. Certain items will increase by more than 8.5%.

We will post our new January 1, 2019 list price sheets on our website, www.charlottepipe.com, by Friday, August 31, 2018.

Between now and December 31, 2018, you may purchase up to 4 months of your normal annual tonnage at the July 1, 2018 list prices. Your regional sales manager will provide you with your tonnage information. All orders placed after December 31, 2018 and any orders placed prior to December 31, 2018 that exceed your 4 month tonnage amount will be billed at the January 1, 2019 list prices.

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