



May 15, 2011

Dear Valued Customer:

Since our last price increase on December 1, 2007, PIPECONX has absorbed multiple cost increases from our suppliers. We're sure it will come as no surprise to all of you how the increases in oil, plastics and steel have affected this market.

Unfortunately, after four years of maintaining our 2007 prices, we have no alternative but to increase our list price.

Effective June 15, 2011, PIPECONX will implement a 9% list price increase. Customer multipliers will remain the same. However, if net prices have been quoted, those net prices will also increase by 9%. Also, we will honor all municipal bids through their duration.

Enclosed is our new PIPECONX price list. If you need additional copies, please let us know.

Thank you for the privilege of serving you. We appreciate your past and future business and the confidence you have placed in us.

Sincerely,

A handwritten signature in black ink that reads "John R. Catt". The signature is written in a cursive style with a large initial "J".

John R. Catt
Sales Manager

JRC/pkm

Enclosure

