



Allied Tube & Conduit
Corporation
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Dan Ponchak
Western Regional Sales Manager

February 14, 2011

To Our Valued Customers –

Raw material has continued its escalation and we are experiencing an increase in transportation costs thereby necessitating a 6-8% increase in Allied Tube & Conduit's sprinkler products effective immediately. Current orders for reasonable amounts will be price protected if shipped by February 25 and all new orders will continue to be subject to price-in-effect terms.

Further steel and transportation increases are anticipated and it is recommended that escalation be included in all of your project estimates. Please contact your Regional Manager or Customer Service Representative with any questions you may have.

Thank you for your business and continued support, we look forward to servicing your sprinkler pipe needs.

Sincerely,

A handwritten signature in black ink that reads 'Patrick Wallis'.

Patrick Wallis
National Sales Director
Standard Pipe
pwallis@atkore.com