



November 20, 2010

**TO OUR VALUED CUSTOMERS:**

**PRICE ANNOUNCEMENT**

In response to continued escalating costs, Northwest Pipe Company is announcing a price increase of 6% on our Fire Sprinkler products. New prices are effective with shipments December 1, 2010. Orders that are scheduled beyond November 30 are subject to "price in effect at time of shipment" terms. We believe there will be further increases in raw material, energy, and transportation costs throughout the first quarter 2011.

Please contact your Northwest Pipe Company sales representative with any questions. As always, we thank you very much for your support.

Sincerely,  
Northwest Pipe Company

A handwritten signature in black ink that reads "Kip Bartlett".

Kip Bartlett  
General Manager of Sales