



January 14, 2011

TO OUR AWWA PRODUCT DISTRIBUTORS

Re: Price Increase Applying to  
AWWA Products  
Effective: February 18, 2011

We continue to experience higher costs for brass ingot and scrap metal due to shortages of these materials around the world as well as suppliers' reluctance to hold pricing for future purchases due to the uncertainty in the global markets. In addition, we are experiencing price increases on our purchased parts and freight costs have continued to increase due to a lack of capacity in the trucking industry and fuel surcharges. We have been unable to offset all of these additional costs with improvements in productivity and spending reductions across a wide range of activities throughout the company. Therefore, effective February 18, 2011 we are increasing your pricing on the following products as indicated.

Iron Products:

All – AWWA Iron Wet Barrel Fire Hydrants

Change:

7% net price increase

Brass Products:

All – AWWA Bronze Wet Barrel Fire Hydrants

8% net price increase

All – Bronze Angle and Straight Fire Plug Valves

4.5 point discount reduction

All – Bronze Hydrant Caps

4.5 point discount reduction

All – Corporation Stops, Service Fittings, Curb Valves,  
Meter Valves, Meter Setters and Reseters, Iron  
Yoke Valves, Iron Yoke Couplings, Check Valves

4.5 point discount reduction

All – Brass Service Saddles

4.5 point discount reduction

The price change will be implemented as follows:

1. New discounts will apply to all orders received on or after February 18, 2011.
2. Material covered in fixed price contracts will be price protected. Quotes to contractors will not be price protected.
3. Orders received on or prior to February 17, 2011 with no shipping restrictions will be price protected.
4. Orders received with release dates beyond February 17, 2011 will be entered at the new price.

Your Sales Representative will be in contact with you prior to the effective date to review these increases and to answer any questions you may have.

Matt Naber  
Product Manager – Water Products