

EDMUND A. GRAY COMPANY, Inc.

SINCE 1910

2277 East Fifteenth Street
(213) 625-2723 Fax: (213) 625-5734

Los Angeles, CA 90021-2841
web: <http://www.eagray.com>

STEEL, BRASS, PLASTIC, STAINLESS AND ALUMINUM PIPE NIPPLES

January 4, 2011

IMPORTANT PRICING ANNOUNCEMENT

To Our Valued Customers:

Due to a number of factors, including the continually rising costs of raw materials, energy, labor and finished goods from offshore suppliers, the Edmund A Gray Company, Inc. finds it necessary to increase pricing on many of our products at this time. *As we've stated previously, we continue to do our best to absorb the increases we've been given by our providers, suppliers, and vendors, but unfortunately we can no longer maintain current price levels on these items.*

It has been two-and-a-half years since our last increase on many categories and we have tried to be sensitive and maintain stability for our customers through tremendously uncertain economic times.

At the Edmund A Gray Company, we are proud to be able to service your needs with the highest product quality and service levels available in our industry at competitive prices.

At this time, products affected by this list price increase and the approximate percentage of increase are as follows:

<u>Material</u>	<u>Approx % Increase</u>
Steel Pipe Nipples, All Schedules and Finishes	15%
Brass Pipe Nipples	15%
Plastic Pipe Nipples	10%
Malleable Iron Pipe Fittings	18%
Cast Bronze Fittings	12%
AB1953 Cast Bronze Pipe Fittings*	18%
<i>(*We are separating bronze fittings lists to allow for fluctuations in material costs and to provide stable pricing as long as possible)</i>	
Stainless Steel and Aluminum Pipe Nipples	10%
Copper Fittings	10%
Merchant Steel Fittings	8%
Merchant Steel Couplings	8%

These pricing changes will go into effect at the close of business on February 11, 2011.

The new pricing will be available for download as of Friday, January 28, 2011, at www.eagray.com, **as well as** by request from our sales reps in each of your territories when they are calling on you, **and** via email requests sent directly to sales@eagray.com.

Based on purchasing history, we reserve the right to limit orders or order volumes prior to January 28, 2011. Please email sales@eagray.com with any special information requests or questions you may have.

On behalf of the Edmund A. Gray Company and its employees, thank you for your continued support.

Cordially,
Edmund A. Gray Company


Lawrence C. Gray, III
Vice President

" IF IT'S A PIPE NIPPLE WE HAVE IT "