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November 7, 2018

Dear Valued IPS Plumbing Distributors,

First, let me say Thank You for your business and continued support. We value your partnership, and want you to know that we continually strive to improve in all aspects of our business in order to serve you better.

Due to economic conditions that include tariff's, rising material, freight and labor costs, insurance and other general business costs, IPS is announcing a price increase effective **January 1, 2019**. The price increase, across all brands and all categories, will average **7%**.

As in the past, we will provide to you List & Net prices via email. You may also download a complete List Price Sheet from our web site after December 21, 2018.

[http://www.ipscorp.com/pdf/IPS\\_price\\_list.pdf](http://www.ipscorp.com/pdf/IPS_price_list.pdf)

You may request Specific Net Price sheets with an email to [Diana.Wilson@ipscorp.com](mailto:Diana.Wilson@ipscorp.com). Please include in your request the company name, branch number, street address, city and state.

Thank you again for your support of all eight IPS Corporation brands: **Weld-On®**, **Water-Tite**, **Roof Top Blox®**, **Guy Gray™**, **Studor®**, **TrueBro®**, **Test-Tite®** and **AB&A™**. Our goal continues to be that of exceeding your expectations, in quality and service, with all twenty-four categories of products we provide.

Sincerely,

A handwritten signature in black ink that reads "Gary Clarke". The signature is written in a cursive, flowing style.

Gary Clarke  
Vice President Marketing  
Plumbing Division