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May 1, 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 rising material costs in chemicals and metals, IPS is announcing a price increase effective **June 4, 2018**. The price increase will average less than **5%** and will primarily concern Weld-On & Schwartz cements, roofing products and heater pans.

I will also note that we are seeing increasing pressure on freight and shipping from carriers due to new regulations. There is no increase due to freight at this time.

As in the past, we will provide to you List & Net prices via email. You may also download an updated complete List Price Sheet from our web site June 4, 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 IPS Corporation brands: **Weld-On®**, **Schwartz**, **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 style with a large, stylized "G" and "C".

Gary Clarke  
Vice President Marketing  
Plumbing Division