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January 4, 2011

Subject: Nipple Price Increase

Our Most Valued Customers:

Due to continuing escalation of raw material costs. Ward will be increasing prices on the following, effective February 7th, 2011:

- Approximate 8% on all welded and seamless steel pipe nipples
- Approximate 8% on all steel couplings

Price sheets will be available on our web page [www.wardmfg.com](http://www.wardmfg.com) as soon as possible.

Taking this opportunity, we want to thank you for your support. I, and more than 700 employees of Ward manufacturing, will continue to work hard to earn your business.

Sincerely,

Kieran Young  
National Sales Manager Piping Products

<b>COMMUNICATION ALERT</b>	<b>As postage and material costs continue to escalate, please note:</b>  <b>All future information or communications about terms, conditions, or pricing changes will be communicated via email and web posting.</b>
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