



18825 East San Jose Avenue
City of Industry, California 91748
Tel: (626) 964-8569
Fax: (626) 964-1471

www.fergusonfire.com

February 2008

Reference: Price Increase

We have recently been notified of the following price changes from some of our manufacturers;

<u>Vendor:</u>	<u>Products:</u>	<u>Percent:</u>	<u>Effective Date:</u>
▪ Victaulic	Grooved Couplings & Fittings	8 %	2/22/08
	U/L FM Valves	4 1/2 %	2/22/08
	Sprinkler Heads	4 1/2 %	2/22/08
	Devices & Accessories	4 1/2 %	2/22/08
▪ Allied Tube	Sprinkler Pipe	8 %	2/18/08
▪ BullMoose Tube	Sprinkler Pipe	8 %	2/11/08
▪ Wheatland Tube	Sprinkler Pipe	8 %	2/18/08
▪ Smith Cooper	Ductile Iron Threaded	12 %	3/17/08
	Cast Iron Threaded	12 %	3/17/08
	Steel Nipples	7 %	3/17/08
▪ Erico Hangers	Pipe Hangers & Strut	5 %	3/1/08
▪ Tolco Hangers	Pipe Hangers	5 %	3/3/08
▪ Tyco Fire Products	Sprinkler Heads & Valves	4-6%	3/18/08
▪ Ward Mfg.	Steel Pipe Nipples	7 %	1/31/08

As noted in earlier announcements, we are seeing unprecedented increases in all products, especially steel pipe.

Looking forward, there is a high likelihood that there will be additional increases in steel pipe & other products beyond the first quarter of 2008. **In all probability, we will see additional increases beginning in March. All steel pipe producers have also instituted a price based on date of shipment and many of them have their production schedules booked 8-10 weeks out.** We strongly recommend escalation be included in any bids requiring steel pipe. We will keep our customers posted with all of the latest developments, as they become available. If you require additional information, feel free to contact your FFF sales representative. As always, thank you for your business and support.

Sincerely,

J Johnson
National Sales Manager