

N-120212 Plumbing

Ciccarelli, Kathryn

From: Daniel.Pickard@Ferguson.com
Sent: Tuesday, August 26, 2014 9:26 AM
To: Ciccarelli, Kathryn
Subject: Charlotte DWV Fittings/Contract Discount
Attachments: 20140820153301794.pdf

Good afternoon, Kathy!

Hope all is well.

Per our phone conversation this morning, here is a breakdown in the pricing we (Ferguson) have received from Charlotte Pipe and Foundry Co.

First let me start by saying, your cost on these fittings DID NOT CHANGE. I can't stress that enough. Their pricing structure changed, but the sale price stays the same.

Charlotte changed their List Prices as well as their selling discount to all of their customers, including Ferguson. Our discount from List Pricing changed.

If you take their previous list pricing at an 82% discount (per the contract), and compare that to their new list pricing at a 42% discount, your cost stays the same.

I've also attached a letter from Charlotte Pipe and Foundry Co. stating that our multiplier (discount) has changed as well. May we update the current contract to reflect this change?

I will be back from Virginia on Friday, I know you will be out, but please let me know a good day and time to come see you in person.

Enjoy your time off!!!!

Thanks,

DAN PICKARD

Hospitality, Facility Maintenance, and Government Sales

FERGUSON, A WOLSELEY COMPANY

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1-888-334-0004 ***Our Hotline Number Is Now Open Until
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CHARLOTTE

PIPE AND FOUNDRY COMPANY

June 2, 2014

TO: All Charlotte Pipe and Foundry Customers
SUBJECT: PVC-DWV and ABS-DWV Fittings Pricing

Due to higher raw material and other costs, effective Friday, June 6, 2014, we will implement new list price sheets and multipliers for PVC-DWV and ABS-DWV fittings. The new list price sheets, PVC-614 and ABS-614, will supersede our current list price sheets (PVC-114 and ABS-114). This change is not applicable to PVC DWV Large Diameter Fittings (10"-16").

Please note below the multipliers that will apply to the new list prices.

List Price Sheet

Multiplier

PVC-614
ABS-614



The new list prices are posted on our website, www.charlottepipe.com.

The list and multiplier referred to in this announcement do not result in an increase to your invoiced price at this time.

Because of the afore mentioned increases in raw materials and operational costs, we will announce within the next few weeks, a list price increase on PVC DWV and ABS DWV fittings to take effect Friday, August 1, 2014.

Please call your Charlotte Pipe Regional Sales Manager if you have questions or comments.

Thank you for your continued support. We hope we may continue to serve you.

CHARLOTTE PIPE AND FOUNDRY COMPANY