



420 N. ROOSEVELT AVE. ● CHANDLER, AZ 85226 ● WWW.CRAFCO.COM  
(602) 276-0406 ● (800) 528-8242 ● FAX (480) 961-0513

July 10, 2012

W. T. Frerichs  
CrafcO Texas  
105 Tower Drive  
San Antonio, TX 78232

Dear Bill:

This letter is to confirm the conversations I have had with Brett on sealant cost from the first of the year. Since January 2012 we have seen an increase of 15% of our raw material cost. These increases are in asphalt oil, polymers, packaging and inbound freight to get the raw materials into the plants. With oil prices up and down we just don't know where these prices will go. As all ways we strive to get the best price on raw materials, so we can offer the most competitive pricing to our distributors.

If you have any questions please feel free to contact me.

Sincerely,

Bryan Darling  
Western Regional Sales Manager

- Equipment Manufacturing and Supply Center Chandler, Arizona
- Materials Manufacturing Chandler, Arizona
- Materials Manufacturing Allentown, Pennsylvania
- Materials Manufacturing Halls, Tennessee
- Materials Manufacturing Northumberland, Pennsylvania
- Materials Manufacturing Cheyenne, Wyoming
- Materials Manufacturing Youngstown, Ohio
- Supply Center Fontana, California