

December 28, 2011



S.T. Wooten Corporation

Dear Valued Customer:

In 2012, S.T. Wooten Corporation will again determine its asphalt prices using the pricing structure based on the NCDOT Monthly Terminal F.O.B. Asphalt Binder Price.\*

As the NCDOT Asphalt Index changes – **up or down** – on or about the 5th of each month, S.T. Wooten Corporation’s prices **will be adjusted** to reflect the cost of asphalt cement.

The following **base prices** (effective January 1, 2012) will be used to determine 2012 pricing. These prices are based on the December 2011 Index of \$588.21 per ton.

Franklinton Plant .....	\$77.75	Princeton Plant .....	\$78.00
Haw River Plant .....	\$82.50	Raleigh Plant .....	\$77.25
Henderson Plant .....	\$82.75	Sanford Plant.....	\$78.75
New Bern Plant .....	\$84.00	Sims Plant .....	\$78.25
Pea Ridge Plant .....	\$75.25	Wilmington Plant.....	\$86.00
Pittsboro Plant.....	\$79.00	Zebulon Plant .....	\$76.75

To communicate the potential fluctuation of pricing, the following statement is included in all of our contract bids. You may wish to include similar language in your contract estimates as well.

***This price is based on the NCDOT Monthly Terminal F.O.B. Asphalt Binder price of \$\_\_\_\_\_ per ton for the month of \_\_\_\_\_. If the asphalt cement price fluctuates from this stated price at any time during the performance of work under this contract, S.T. Wooten Corporation has the right to adjust prices in accordance with the NCDOT Monthly Terminal F.O.B. Asphalt Binder Price.***

You may check our asphalt pricing index at [www.stwcorp.com](http://www.stwcorp.com) for monthly changes, to learn how the price is determined and to access an online bid calculator. Click on “Construction Materials, Hot Asphalt Mix” for the calculator. To receive pricing updates via email, send a request to [eva.hornak@stwcorp.com](mailto:eva.hornak@stwcorp.com).

Thank you for your continued support and confidence in S.T. Wooten Corporation as your business partner.

Jeff Radack  
Regional Sales Manager  
Asphalt Division

\* The Index is published monthly by the N.C. Department of Transportation on its web site. To review pricing history or see current pricing, visit: [http://www.ncdot.gov/doh/operations/dp\\_chief\\_eng/constructionunit/paveconst/Asphalt\\_Mgmt/acprices/](http://www.ncdot.gov/doh/operations/dp_chief_eng/constructionunit/paveconst/Asphalt_Mgmt/acprices/)

*Receive pricing updates via email!  
Send your request to  
[eva.hornak@stwcorp.com](mailto:eva.hornak@stwcorp.com).*