

# Howland Pump & Hulbert Supply

Professional Solutions.  
Local Focus.

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C4 Computer Consulting  
315.394.7008

May 3, 2021

## To Our Valued Customers,

As our industry continues to recover from the impact of COVID-19, our manufacturers are experiencing another wave of unprecedented issues; the latest being a lack of raw materials.

Of those impacted, the PVC industry is the most dramatically hit. Pipe and tube master distributors Merfish United report dramatic PVC resin shortages in the global supply chain.

“Due to PVC resin shortages, PVC plumbing pipe mills are not able to run at full capacity,” Scott Thompson, Marketing & Business Analyst at United Pipe & Steel Corp. wrote in an April 14 blog post on [merfishunited.com](http://merfishunited.com). “This has caused supply to run tight, with purchase inquiries being turned away or allocated and lead times going up to as much as 90 days.”

Howland Pump COO - Branch Operations, Rich McDonald, received word from our pipe vendors that, due to this resin shortage, our vendors will be focusing largely on 1 ½” to 4” PVC pipe production, thus severely cutting down on the production of large diameter and thin wall sewer and drain pipe.

Black culvert pipe, or N-12, has its own supply chain issues but seems to be rebounding faster than PVC. According to *Plastics Technology* magazine, the polyethylene market, the resin N-12 is made of, appears to be leveling out in April with eyes set on May for signs of pre-pandemic conditions.

“[March] appeared likely to be more stable,” *PT*’s April 6 article “Commodity Resin Prices Rise, But PP Falls” says. “May will start to show more normalcy but don’t expect prices to drop.”

The Merfish blog post goes on to explain additional raw material shortages for copper and steel. Thus, price increases are continued to be expected on these commodities as well.

## Thank you for your business.

If you see any of these Howland Pump & Hulbert Supply employees this month, be sure to thank them for their years of service:

Frank Prue - 5/16/1977, 44 years, Malone  
Doug Hulbert - 5/3/1982, 39 years, Burlington  
Ron Mandigo - 5/20/1991, 30 years, Ogdensburg  
Robert Lavoie - 5/19/1997, 24 years, Malone  
Harold Myers - 5/15/2017, 4 years, Ogdensburg  
Andy Dodd - 5/14/2018, 3 years, Ogdensburg