



*A Century of Commitment*

## **PRESS RELEASE - April 25, 2006**

### **Pricing Announcement**

Dear Valued Customers,

After several months of relative pricing stability of the major commodities required to produce our products, we are now receiving indications from vendors of pending price increases. In the past we have promised to keep you advised of such developments in a timely manner so you might make decisions regarding the release of orders for manufacture.

Coil and plate steel, as well as galvanizing and coating costs, will be increasing in May. Our labor contract wage and benefit increase went into effect on April 1<sup>st</sup>. Additionally, aluminum products continue to escalate and freight costs are again increasing as the higher cost of fuels and petroleum products become factors again.

As a result of these market-basket of cost increases, and depending upon the type of product and its material content, we will be raising prices an average of 6-7% effective May 1<sup>st</sup>, 2006.

Quotations that you have received and are not expired will be honored at their current prices if an order is placed and released for manufacture before June 1<sup>st</sup>, 2006. Quotations that have expired will be requoted, using our latest labor and material costs.

Any of your orders that we presently hold in our "Pre-Bookings" file, but you have not yet released for manufacture, will be subject to price increases after their 60 day release period has elapsed or by June 1<sup>st</sup>, which ever applies.

We will continue to strive to keep our prices as competitive as possible while maintaining our high quality levels and meeting your delivery expectations. We thank you for your support and look forward to continuing our business relationship in 2006.

Sincerely,

Darryl J. Dillenback  
President and CEO