



April 28, 2006

RE: Price Increase Announcement

Dear Valmont Customers and Representatives,

Our industry continues to experience increased pricing in material, transportation and other energy-related products and services. While we strive to control these costs, we are forced to initiate a 5-7% increase depending on material and finish effective May 1, 2006.

All quotes older than 45 days will be honored through June 2, 2006. Beginning June 5 all quotations that have extended beyond their expiration date will require updating prior to order acceptance. All orders currently on hold status must be released by June 10, 2006 for immediate shipment to maintain current pricing. All current price lists will be updated within the next week.

Valmont remains diligent in its efforts to control our cost and regret that we must implement this increase in order to maintain the quality of product and service that our customers have come to expect.

Please contact the Regional Sales Manager in your territory if you have any questions or require further information. We appreciate your business and look forward to your support in the future.

Sincerely,

A handwritten signature in black ink that reads "Tom Sanderson". The signature is written in a cursive, flowing style.

Tom Sanderson
Vice President, Sales and Marketing
N.A. Lighting Products
Engineered Support Structures Division

TMP8104 05/06