



March 24, 2008

RE: Price Increase Announcement

Dear Valmont Customers and Representatives,

Our market continues to experience unprecedented increases in raw material and energy costs. Since the beginning of the year, the cost of steel per ton has increased by more than 50% for May delivery, while aluminum ingot has increased over 40% in the past several months. In addition, fuel surcharges on freight have risen by 35% driven by oil in excess of \$100 per barrel.

Given these inflationary drivers, Valmont must initiate up to a 13% price increase dependent on material type and product.

Effective immediately, all new quotations will reflect the price increase. Orders will be accepted on existing quotes at the previous price through May 1, 2008. All existing "on hold" orders must be released by May 1, 2008 for immediate shipment to maintain the current price. Valmont Structures will reissue price lists reflecting the new pricing within the next few weeks.

Valmont remains diligent in its efforts to control our costs 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.

If you have any questions or require additional information, please contact your Valmont Regional Sales Manager. We appreciate your business and look forward to your continued support in the future.

Sincerely,

A handwritten signature in black ink that reads "Tom Sanderson". The signature is written in a cursive style with a large, sweeping "T" and "S".

Thomas F. Sanderson
Vice President, Sales and Marketing
Engineered Support Structures Division