



June 3, 2008

RE: Price Increase Announcement

Dear Valmont Customers and Representatives,

Our industry continues to experience unprecedented increases in raw material and energy costs. The cost of steel for July delivery has more than doubled since the beginning of the year. In addition, fuel surcharges on freight have continued to rise driven by oil prices in excess of \$130 per barrel. Many of our other suppliers are experiencing the same inflationary pressures and have increased prices to us.

As a result of these inflationary drivers, Valmont must initiate a price increase of 4% to 8% depending on material type and content.

Effective immediately, all new quotations will reflect the price increase. Valmont will honor the terms of all existing quotes but cannot hold prices firm on expired quotations. Orders will be accepted on existing quotes at the previous price through July 14, 2008. Existing "on hold" orders must be released before July 14, 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, flowing style.

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