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Aluminum Pole Price Increase

This letter is to provide Hapco Sales Representatives and Customers with notice of an aluminum pole price increase of 5%, effective March 1, 2008.

This price increase is being driven by transportation costs and motor carrier fuel surcharges.

Increased fuel costs, transportation regulations, and lack of available drivers continue to drive transportation costs to unprecedented levels.

All orders shipped before March 1, 2008 will be invoiced at the current (pre-price increase) prices. Orders shipped after March 1, 2008 will be invoiced with the new prices.

All outstanding blanket quotations will be honored as per the terms and conditions of the quotation. New quotations for orders that will ship after March 1, 2008 will reflect the price increase.

Pricing will be honored for hold orders released for shipment before March 1, 2008. Hold orders released after March 1, 2008 will be invoiced with the new, increased prices. Any hold order that is older than 6 months will be cancelled on March 1, 2008, unless previously reviewed and approved by Hapco Sales. The Sales Manager or Inside Sales Representative should be contacted to review hold orders.

Hapco acknowledges that any price increase may risk some existing orders and/or customers, and we will place great effort in working with our customers to minimize the impact of any cost increase. We anticipate that our customers will also be willing to support Hapco during this period of rising transportation costs.

Please contact your Sales Manager with any questions or concerns. Thank you.