

# **DEAN**

**STEEL BUILDINGS, INC.**

May 9, 2016

Dear Valued Customer,

As you may have heard from your Sales representation, we are following our industry, and increasing our prices. The escalating cost of our basic materials is increasing due to domestic steel reduction in capacity, and the threat of legal action for possible dumping by import trading companies.

We have seen this environment in the past and we can bet the increases will continue for some time. Please advise your customer of more increases and budget accordingly. Expect the industry to limit orders, at any price, consistent with past history ordering patterns.

We do appreciate your past volume and look forward to working with you. We are proud to be your supplier of pre-engineered buildings, and we will work hard to be worthy of this business relationship.

There will be a 4% increase in price for all orders placed on May 16, 2016 and later. If you have a signed contract in-house before that date, your building must be released for fabrication, with all documentation present, by June 16, 2016.

All contracts not released for fabrication by June 16<sup>th</sup>, regardless of how long they were in-house, will be subject to the price increase. On orders that are on permit status, we will allow four (4) weeks after transmittal of drawings to obtain a release for fabrication.

Jobs put on hold by customer or by Dean are subject to price increases. Jobs must be fabricated and shipped at our schedule.

Nanette E. Dean  
President

Fort Myers, FL

Cedartown, GA

Thomasville, GA