



universal[™]
Building Products, Inc.

April 22, 2010

To: Our Valued Customers

May 1st Brings 4% - 12% Higher Prices.

With rapidly escalating steel costs, we are forced to announce an average 10% price increase effective May 1st. Your Universal salesman will share the specifics with you, but in general:

- All steel items up 10%-12%
- Steel/Plywood products up an average 6%
- Plastic products up 4%

Orders placed by next Friday (April 30th) for immediate delivery (No later than May 15th) will be honored at current prices.

Still a turbulent market. We are doing everything possible to keep costs and prices low. We are not printing a new price book, but will continue instead to deal with you on a "net price" basis.

While our definition of "Getting better" is certainly short of what constitutes "Good," we do see improvement in the market. NEW products and NEW customers give us reason for optimism and thanks.

We truly appreciate your continued support.

Cordially,

A handwritten signature in red ink that reads "Ray Bartholomae".

Ray Bartholomae
Vice-President, General Manager