



March 28, 2011

Dear Valued Customer:

On March 8th we sent you a letter from our president, Terry Kingsfather, which explained that Simpson Strong-Tie is being impacted by rising steel and energy costs and that some of that impact would ultimately need to be passed on to our customers. Even though these costs (steel in particular) began rising sharply in late 2010, we delayed increasing our prices to minimize the impact on our customers for as long as possible. We have now gotten to the point where we feel we need to announce a price increase effective on orders placed on or after June 1st. The percent increase for each product category is shown below. We have done our best to ensure that these increases represent a shared burden as they are less than the total impact of the higher cost of steel and energy that we are experiencing.

Connectors	5.8%
Steel Strong-Walls	5.0%
Anchor Systems	
Adhesives	4.5%
Mechanicals	7.5%
Blue Banger Hanger	10.0%
PAT	7.5%
Carbide Bits	4.5%
Hot Dipped Nails	15%
Structural Fasteners	9%
Quik Drive Screws	9%

(except WSNTL, MTH and WSHL products which are 4%)

There may be a few exceptions to these percentages on individual products. Those exceptions will be reflected in the revised net pricing which you will receive in the coming weeks.

As always, we are asking our customers to maintain reasonable order quantities in the period of time between this notice and the effective date of the increase. Orders placed during this time that are significantly larger than your normal trends will be reviewed and may not be honored at pre-increase pricing.

We recognize that this is still a difficult time in the building industry and Simpson Strong-Tie will continue to seek the most cost effective ways to provide quality products to our customers. We look forward to continuing to serve you.

Sincerely,

Phil Burton
VP / Branch Manager