



April 30, 2010

Dear Simpson Strong-Tie Customer,

Since January 2010, US steel prices have increased more than 20% and are predicted to rise further. Several factors are influencing the cost of steel. These factors include: escalating raw materials and energy costs, drastically reduced mill capacity, reduced imports and very low inventories within the industry.

To this point, we have tried to avoid raising our prices but this is no longer possible. This letter is to notify you that our prices will change for orders placed on or after July 1st, 2010. The increases vary by product line and are as follows:

Connectors (steel and plastic)	6.5%
Nails	12%
Quik Drive Fasteners	6.5%
Steel Strong-Walls	
12" & 15" widths	6.5%
All other widths	5%
Wood Strong-Wall	5%
Mechanical Anchors	5%
Adhesives	5%

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.

Our hope is that steel costs will stabilize and that further increases will not be necessary. If the current trend does continue, however, we may be required to make another adjustment.

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 that are significantly larger than your normal trends will be reviewed and may not be honored at pre-increase pricing.

This continues to be a difficult time for all of us in the building industry. We are committed to negotiating for the best steel prices and look for ways to increase efficiency and reduce the overall costs associated with the production of our products. We also remain dedicated to providing the superior service and inventory levels that our customers have come to depend upon.

If you have any questions, please feel free to contact your Sales Representative or our McKinney office.

Sincerely,

Phil Burton
Branch Manager
Simpson Strong-Tie Company Inc.