



February 1, 2011

**SUBJECT: March 1<sup>st</sup> Price Increase**

With the continued increasing cost of steel and aluminum, WJM must announce a 9% price increase effective March 1<sup>st</sup>, 2011. Hold for Release orders must be released for immediate production by March 1, 2011 or the 9% increase will be applied at the time of release.

WJM Poles will do its best to minimize future increases and keep you informed on ever-changing market conditions.

A handwritten signature in black ink that reads "Dave Brown". The signature is fluid and cursive, with a long horizontal stroke at the end.

Dave Brown  
National Sales Manager