



February 15, 2021

Re: Valmont U.S. Lighting & Traffic Price Announcement

Dear Valmont Partner:

In an effort to maintain transparency with our valued customers, we are providing notice of an upcoming price increase. As an industry leader, we continue to leverage resources to reduce costs and eliminate waste. However, inputs continue to rise and we are experiencing additional inflation and higher operating costs across the spectrum of our businesses.

Valmont commercial price lists are being updated and revised pricing will be effective March 15, 2021. Please review the details below regarding standard commercial price lists:

- All orders received for immediate release by March 14, 2021 will be entered at current prices.
- Orders received on or after March 15, 2021 will be entered at the new revised prices.

As of today's date, new project quotations reflect updated pricing. Please review the details below regarding standard quotations:

- All outstanding quotations will be honored per the terms & conditions of the quotation.
- All quotations past the stated price validity date will be subject to review prior to acceptance.

We reserve the right to review all accepted orders prior to manufacturing release. Your Valmont Sales Manager will be available to answer questions with regard to this action amid this dynamic time.

Thank you for your ongoing support and the opportunity to serve your teams and our mutual customers.

Sincerely,

A handwritten signature in black ink, appearing to read "Ryan P. Eddie".

**Ryan P. Eddie**  
Vice President – Sales