



February 7, 2011

Dear Valued Customer:

In order to assist you in your budget plans for 2011, we have determined to give advance notice of the possibility of a **fuel surcharge**. At this time, fuel is at a level that we can absorb in the price of concrete but given the possibility of a significant spike in oil prices, we find it necessary to take this step to plan accordingly.

If the price of fuel reaches \$3.75 per gallon, a fuel surcharge of \$9 per load will be charged and an additional \$3 per load for every increase of \$.25/gallon. Fuel prices will be based on the Department of Energy Midwest PADD 2 retail diesel price index posted on the Monday of the week the concrete is delivered.

Below is a schedule of the charges:

| Midwest diesel price index | Fuel surcharge per delivery |
|----------------------------|-----------------------------|
| \$3.75 - \$3.99 | \$9.00 |
| \$4.00 - \$4.24 | \$12.00 |
| \$4.25 - \$4.49 | \$15.00 |
| \$4.50 - \$4.74 | \$18.00 |
| \$4.75 - \$4.99 | \$21.00 |

The index can be accessed online at:

www.eia.doe.gov/oog/info/wohdp/diesel.asp

Thank you for your continued trust in us to provide you with quality products and service. We look forward to enjoying success together in 2011.

Sincerely,

Ozinga Ready Mix Concrete, Inc.

