



Valmont Structures
28800 Ida Street, PO Box 358
Valley, NE 68064-0358 USA

February 21, 2019

Subject: ATS order
PO # 23621-156532 Valmont
Order # 386837-P1

As most of you are aware, our industry has experienced significantly longer than normal lead-times during the course of 2018 and there will be a lingering effect as we progress into 2019. This is a result of many factors, including strong markets and capacity leaving the marketplace. We've not been immune from the effects of this activity, however we at Valmont continue to add capacity in all areas of our business and have been able to leverage our multiple manufacturing facilities to still offer industry leading lead-times to our transportation market customers.

As a result, it has been challenging to maintain our traditional service levels including on-time shipments. We are mindful that these realities are causing issues for our customers and we continue to work to improve lead-times and to communicate reliable shipping information.

In support of this endeavor, we are implementing a **one-time** comprehensive adjustment moving a select group of orders out 2-4 weeks, which includes your subject order. This activity will help our agents and internal teams better manage ship dates and customer needs. After making this adjustment, we are confident that we will again be positioned to meet our traditionally high standards of performance and customer expectations that we have been known for.

This particular order has been further delayed while Valmont worked with NCDOT to make required changes to the hand-hole rim. These changes further required the approval from the state to ensure they fully met NCDOT specifications. The delay further resulted in Valmont having to adjust the Estimated Ship Date (ESD) beyond the one-time schedule adjustment. This unanticipated event caused the date to be pushed out further. Current ESD for this order is 3.15.19

We continue to make every effort to improve this deliver and will communicate.

Sincerely,

A handwritten signature in cursive script that reads "Troy Casaceli".

Troy Casaceli
Regional Sales Manager
Valmont Industries Inc.