

May 28, 2008

Dear Valued ES Customer:

Arriving any day is a new 2008 price list, effective June 15<sup>th</sup>.

ES Products has done its best to hold off price increases for as long as possible. Unfortunately, rapidly rising steel prices, freight/fuel surcharges, and other cost increases beyond our control can no longer be absorbed.

The steel market, particularly for light gauge product, is extremely challenging. Supply of light gauge painted steel, which we use to manufacture fasteners for insulating concrete, is especially tight. Unable to secure painted striped steel at a reasonable price, we are begrudgingly discontinuing our head-only coated products. Knowing this day might come; 2 years ago we developed and introduced fully coated versions of the FM-90 and FM-75 that we called the 1.7" FP and 1.2" FP. These fasteners are recognized and Approved by Factory Mutual and Miami-Dade County as being alternate versions of the FM-90 and FM-75 and are their equals in every respect. Be advised that the 1.7" FP and 1.2" FP trade names will be discontinued and that FM-90 and FM-75 now refer to the 1.7" and 1.2" fully painted versions of these fasteners.

ES Products remains committed to bringing innovation to the business of specialty roof fastening. We will soon introduce the FM-290, a unique fastener for attachment of base sheet to lightweight insulating concrete roofdecks. A pair of dual gripping legs enhance pullout performance by 75% over conventional single legged fasteners. Pullover resistance is similarly improved thanks to a newly designed oversized stress distribution plate. When maximum performance is a must, the FM-290 delivers. See this new product at **esproducts.com** beginning June 1<sup>st</sup>.

Thank you for your support; we look forward to serving your needs. Please call or email me with any questions or concerns.

Best regards,



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