



To Our Valued Customers,

RE: Freight Policy

Due to the continuous fluctuating price of diesel fuel, the ongoing and future availability of equipment, and the current transportation market, Dayton Superior Corporation will be changing its freight policy for delivery of ALL Dayton Superior Corporation products, on all new orders received after June 5, 2011.

We have decided to recognize the true cost of moving goods throughout the marketplace by removing ourselves from the freight business, which means Dayton Superior Corporation products will be delivered to you through the following methods:

1. FOB Plant with delivery to the Customer-specified location with freight prepaid by Dayton Superior Corporation and added to the invoice.
 - We will offer a freight quote at the time the order is placed based on product availability at certain locations at the time of the order and provided sufficient lead-time is given to consolidate standard product into one shipping location. Dayton Superior Corporation will guarantee the freight charge given at the time the order is placed. If shipments from multiple locations are required to meet customer requested delivery dates, customer will be quoted the freight charges from all locations. Configured and Make-To-Order products are not included and are always shipped from point of manufacture and customer is responsible for full freight charges, FOB Plant.
2. You always have the option to use our will-call service and pick-up your order at a Dayton Superior Corporation location or to arrange your own transportation.

Dayton Superior Corporation will no longer offer free freight for any orders based on size of order, product line and/or availability of product at time order is placed. Between now and July 4th, we are available to offer assistance as we work through the details of implementing these new freight practices.

Since we are giving you a full 30 days notice, all orders delivered after July 4, 2011 will fall under this new freight policy. Please be aware that Dayton Superior salespeople and customer service people will not have the authority to negotiate freight charges.

If you have any questions please talk with your local Regional Sales Manager. Thank you.

DAYTON SUPERIOR CORPORATION

Keith M. Sholos
Vice President, Sales