



April 20, 2020

To all our valued customers

With this week's encouraging news of the gradual state-by-state re-opening of the economy, Dayton Superior remains committed to the safety of our employees and customers working in or visiting any of our facilities. Employees working in a facility continue to practice social distancing and our distribution centers have added protocols to further ensure the safety of customers and drivers receiving product on site. Employees who are able will continue to take advantage of the work from home initiatives we have implemented, while continuing to provide you exceptional service in these unusual times.

We will also continue with rolling plant closures as defined by the level of regional business activity. At the same time, while open for production, we have been able to attain our strongest inventory position in years for commonly used, domestically-produced products to service most of your concrete product needs. To further meet your product and service requirements, our distribution centers and make-to-order processes remain open as well. Even amidst these challenging times, Dayton Superior remains the largest domestic producer of total solutions for your concrete accessory, construction chemicals, and forming products.

Your Dayton dealer sales manager and our customer service group are prepared to discuss our regional specials currently in place to assist you with your project needs. In addition, if you have not already, we encourage you to sign up for Dayton Access, our comprehensive online tool that allows you to obtain most order information along with copies of your invoices, inventory availability, customized pricing, and other useful tools. Please talk with your dealer sales manager and take advantage of this online tool.

We have also recently introduced a number of new products such as our Bearcat Bolt, ProAnchor Elite epoxy and ProAnchor WeatherMax, in addition to offering regional specials designed to enhance our portfolio of products available to you. Our Last Chance Inventory sale is also an opportunity for you to take advantage of product specials to suit your needs. Furthermore, our product specialists in Splicing, Chemicals, and Precast are in place to help you with your engineered, specialized product needs, including technical information, training, and special applications.

As with our accessory and chemical products, the Symons by Dayton Superior Steel-Ply® is available and ready to ship from Symons rental yards and select distribution centers throughout the United States. The world's most trusted and utilized system, Steel-Ply has transitioned to an inventoried system that now features a 7-ply birch plywood with a 200/200 phenolic surface film engineered specifically for the system along with a larger crossmember, while remaining fully compatible with current customer-owned and rental fleets. To learn more about consignment programs and direct shipment of custom size and quantity container loads, please contact your Symons by Dayton Superior Sales Representative. You can also call 1-800-800-7966.

As your states re-open and you begin to allow access to your showrooms, Dayton Superior is in the best position to service your concrete product needs with available inventory, technical assistance, and domestic production.

We look forward to satisfying your product and service needs today and in the days to come as the economy recovers from the impacts of COVID-19. Thank you for your support and stay well.

Sincerely,

Keith Sholos

Vice President Sales and Marketing