



September 29, 2005

Pricing Notice

Dear Valued Customer:

Over the past several months we have been absorbing increases in the cost of steel, energy and freight. Because of the recently announced price increase schedules by the steel manufacturers, we must implement the following 4% price increase on grid products for orders shipping on and after October 31, 2005.

This increase applies to all steel grid systems, aluminum-capped grid systems, our 730 Stainless Steel system, and our accessories items. Our 830 All-Aluminum and our DynaGlass grid systems are not affected. In addition, please note that the increase does not apply to our Specialty metal ceilings or to our panels.

New Net Price Lists will be sent to you prior to the increase going into effect.

Also, we want you to know that the issues causing these increases in steel costs are far different than those that we saw last year. It is our opinion that the raw materials needed for steel production are in good supply and that these increases are the result of industry dynamics and corrections in that particular industry. We see absolutely no problem with availability of product in the foreseeable future.

We appreciate your business and thank you for your support.