

Kevin Higginbotham

From: Connie Swatek [c.swatek@compassintl.com]
Sent: Friday, December 21, 2007 1:47 PM
To: 'Kevin Higginbotham'
Subject: Compass Price Increase

Kevin,

Please see the attached price increase letter.

The increase is 6% and is effective January 2nd for all customers except Evergreen members. We are giving the members 30 days notice and I would appreciate your help if you have a place to post this. I do not think it wise to have two letters in the field so we are giving a verbal to the members.

Thanks and happy holidays,
Connie

Connie Swatek
Vice President, Sales
Compass International
480-705-0104 Office
480-635-2488 Mobile
480-323-2410 Fax

_____ NOD32 2741 (20071221) Information _____

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<http://www.eset.com>



December 20, 2007

To Our Valued Compass Customers;

Thanks to you, over the years, Compass International and our Marker and Dart Brands have remained the premier line of construction fasteners in the United States. Compass stands for the quality and value you expect and we are dedicated to the success of your business as well as our own.

As a valued partner, we do our best to hold your pricing constant, even when we are facing higher prices from the manufacturers. You are undoubtedly aware by now that raw steel prices have been increasing at alarming rates over the past several weeks. Unfortunately, due to these rising costs, we have found it necessary to implement a price increase effective January 2, 2008.

We have done everything we can to minimize the impact on your business, while still being able to maintain the level of quality and service you have come to expect from Compass International.

Thank you, again, for your business and for your support. We look forward to serving you and your excellent organization throughout the New Year.

Cordially,

Connie Swatek
Vice President, Sales
Compass International

cc: Ron Farrell



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