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*Leavenworth, Kansas*

*Kansas City, Kansas*

*Olathe, Kansas*

*Liberty, Missouri*

*Lee's Summit, Missouri*

March 22, 2011

Re: Fuel Surcharge

To Our Customers,

The cost increase we are unable to continue to absorb is the rapidly increasing cost of fuel. In previous years when fuel prices have spiked, we bucked the trend and absorbed the increase. As we monitor the current price surges in oil and witness the impact that recent and sudden political unrest and natural disaster have had on the volatility of oil pricing, we have decided it is necessary to implement a fuel surcharge beginning on April 4, 2011.

The fuel surcharge will be assessed on a "per load" basis. We will be using the Department of Energy price index for the Midwest Region. For your convenience the link to this index is: [www.eia.doe.gov](http://www.eia.doe.gov). Accompanying this letter is a chart with a more detailed explanation about the method we will use to determine the fuel surcharge based on the DOT's Midwest Region energy price index.

The 2011 construction season is upon us, and we are ready to serve your concrete needs. With every load we deliver, our mission is your success.

Thank you,

Bill Yunghans  
General Manager, Sales

Steve McDonald  
President



**To all Our Valued Customers:**

We value your business and understand that high fuel costs effect your business in many negative ways. With previous fuel price spikes, we have avoided passing these increased costs onto you, but as fuel prices begin to rise, we are unable to absorb these costs any longer. We appreciate your understanding of this matter and stand ready to assist you in any way we can.

**Fuel Surcharge with Base Price of \$3.00**

<b>DOE Avg Price Per Gallon</b>		<b>Surcharge per load</b>
3.00	3.09	0.80
3.10	3.19	1.55
3.20	3.29	2.30
3.30	3.39	3.10
3.40	3.49	3.85
3.50	3.59	4.60
3.60	3.69	5.40
3.70	3.79	6.15
3.80	3.89	6.95
3.90	3.99	7.70
4.00	4.09	8.50
4.10	4.19	9.25
4.20	4.29	10.00
4.30	4.39	10.80
4.40	4.49	11.55
4.50	4.59	12.30

The basis of the fuel surcharge will be the department of energy price index for the Midwest Region [www.eia.doe.gov](http://www.eia.doe.gov). The Fuel surcharge will be indexed monthly from a base of \$3.00/gal. On the first of each month the average of the previous week’s fuel cost will be used to calculate the current month’s fuel surcharge. When the monthly index falls below the base of \$3.00/gal, there will be no fuel surcharge for that month.

March 21, 2011