



**MARKETING ANNOUNCEMENT
DECK UNIT QUANTITY CHANGES
SEPTEMBER 20, 2011**

As trucking continues to be more costly and difficult to secure due to shrinking fleet sizes and availability of drivers, Enduris will source rail cars for larger deck distributors to keep freight costs in check. In order to do so, there is need to reconfigure the deck unit size to effectively fit on rail cars. **Unit quantity sizes will increase from 93 to 108 pieces.** The 45 piece units in 16' lengths and fascia will not change.

The new ergonomically configured units were designed to fit in containers and on trucks as well. This will be a running change as existing inventories are depleted.

The new unit weights are as follows:

Length	Pieces per Unit	Weight in lbs.
12'	108	2,009
16'	108	2,678
20'	108	3,348

We appreciate your understanding regarding the need for the unit quantity changes.

Regards,

J.R. Wearne
Sales and Marketing Manager