



September 16, 2011

Dear Valued Customer:

In order to be competitive, Gerdau Long Steel North America is rescinding our price letter dated August 26<sup>th</sup> announcing a \$1.00/cwt (\$20 per net ton) increase effective September 19<sup>th</sup>, 2011.

As a result, current published prices remain in effect until further notice.

If you have any questions, please contact your Gerdau Long Steel North America Representative or call our Midlothian Sales Office at 1-800-527-7979, or our Tampa Sales Office at 1-800-237-0230. We appreciate your continued support and look forward to satisfying your future steel requirements.

Yours truly,

Stan Baucum

Commercial Director – Structural, Piling, and Bantams

**Tampa Office**

4221 W. Boy Scout Blvd, Suite 600 • Tampa, FL 33607  
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[www.gerdau.com/longsteel](http://www.gerdau.com/longsteel)



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Yours truly,

A handwritten signature in cursive script that reads "John Maclean".

John Maclean  
Commercial Director of Merchant Products – North America

**Tampa Office**

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