

WHAT'S NEW

TO: GENFLEX VALUED CUSTOMERS

MARCH 30, 2012

RE: Price Increase Announcement

The cost of diesel fuel continues to escalate, with the national average exceeding \$4.14/gallon as of March 26, 2012 per the U.S. Energy Information Administration (<http://www.eia.doe.gov/oog/info/wohdp/diesel.asp>). As a result, GenFlex must announce a fuel surcharge increase effective April 30, 2012. In order to mitigate the rising transportation costs, GenFlex has negotiated competitive rates for dry van trailer freight, which can be extended to our customers. The following are the fuel surcharge amounts, dependent upon the mode of transportation:

Flatbed	\$200 per truckload
Van	\$125 per truckload

LTL metal orders will have a surcharge of 2.0% of the invoice total.

Thank you for your continued support of GenFlex.

Sincerely,



Eric Ziemba
General Manager

