

Dean Ditmar  
Vice President and General Manager

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To Our Business Partners:

Tensar's raw materials costs, primarily polypropylene resins and additives, have risen sharply since the middle of last year. We are currently seeing further increases and volatility in resin pricing as we begin 2013. Due to the competitiveness of our markets, Tensar has taken aggressive measures to offset these additional costs with improved productivity and supply chain management, however we can no longer absorb the full impact.

Therefore, it has become necessary to announce a price increase for Tensar Biaxial Geogrids and Tensar TriAx Geogrids in our US, Canada, and Latin America markets. Effective February 20, 2013, list pricing for all Tensar Biaxial and TriAx Geogrids will increase by 8%. List pricing for 2013 will be issued by February 1, 2013 with an effective date of February 20, 2013, and will reflect this increase.

This pricing will be in effect for all Biaxial Geogrid and TriAx Geogrid shipments leaving our facilities on or after February 20, 2013. Tensar may honor outstanding quotations on a project specific basis if the shipment date is within 45 days of the effective date of the increase. However, we must be notified of such quotations requiring price protection immediately so that we may evaluate these requests.

We will continue to pursue all options to manage our costs and minimize the need for future price increases. Your understanding and support are appreciated. Please contact me at your convenience if you have any questions or concerns.

Sincerely,



Dean Ditmar  
Vice President and General Manager