



November 3, 2003

RE: Tri-State CFS Components, LLC

To Whom It May Concern:

The emergence and growth of the cold-formed steel truss industry over the past decade has been impressive. As National Sales Manager for the TrusSteel Division of Alpine Engineered Products, Inc., I have seen many companies enter into this industry and flourish while others have been less successful. The key to an effective company competing, and more importantly succeeding, in this industry is the indispensable personnel that manage the daily business.

Tri-State CFS Components, LLC may be a start-up company on paper, yet the truss experience of three key associates will rival any steel components manufacturer in the country. I have personally known Ed French, Greg Moburg and Troy Lutgens for the past seven years during their prior employment within the industry. These three individuals give Tri-State the required combination of management, sales and design skills from the onset. During my association with all three, they have always acted in a professional manner and I am pleased to have Tri-State as an Authorized TrusSteel Fabricator.

A few years ago, TrusSteel had a few select fabricators from around the country meet to discuss industry issues. Due to their industry knowledge and experience, both Ed French and Greg Moburg were invited members. I can attest that both Ed and Greg were well respected by their peers and made significant contributions to the group. Their understanding of both in-plant manufacturing and field issues provided valuable assistance to a growing industry.

In my opinion, the most important position in any truss plant is the truss designer. This individual must be diligent and painstakingly accurate in order for the pre-fabricated components to fit properly in the field. A good designer is able to read and interpret the set of construction documents, be proficient with design software and then communicate these details to the fabrication shop. Troy Lutgens has these special talents and is a valuable asset to Tri-State.

As I stated above, it is a pleasure to call Tri-State a TrusSteel customer. If I can be of any further assistance or answer any questions, please do not hesitate to contact me.

Sincerely,

David C. Dunbar, PE  
TrusSteel National Sales Manager