



Marshall Thompson
General Manager

April 23, 2018

Collin County Purchasing Agent
2300 Bloomdale Road
McKinney, TX 75071

As was the case last year, and has been for several years, North Texas and particularly Collin County continue to outpace the rest of the country in growth and development. This trend is not expected to change in the foreseeable future.

Due to this activity, the demand for materials used in construction is large, resulting in higher prices on materials, freight, labor, etc. As a reminder, the PPI for hydraulic cement is based on national trends. It does not take into account regional or local trends and nuances, and accounts for only one constituent in the cost to produce the products we provide to Collin County.

Although our costs are proprietary, I can share that the price of cement will increase by a minimal 15% in 2018. As well, aggregate prices will increase by a minimal of 10% in 2018. In order to cover those increases as well as the anticipated increase in labor, and production costs, we will need to increase our prices to Collin County by 5%.

We thank and appreciate Collin County for allowing Martin Marietta to service your needs. Please contact me or Chris Moretti if you have any questions.

Sincerely,

Marshall Thompson
General Manager
Martin Marietta
Cement Treated Materials

Cement Treated Materials
10615 Spangler Road, Dallas, TX 75220
t. (972) 647-7623 m. (214) 808-5089 e. marshall.thompson@martinmarietta.com
www.martinmarietta.com

Example of price increase notification for cement distributed to customers reflecting price increase trends



June 12, 2017

To our valued customers:

Martin Marietta appreciates the support that you and your company have afforded us over the years. We truly value your business, and will continue to focus on improvements to our customer experience.

In responding to your feedback to give you more notice to assist you in your planning and budgeting process, Martin Marietta is announcing the following price increases effective October 1, 2017 and April 1, 2018

October 1, 2017	All Types of Bulk Cements	\$5.00 per ton
April 1, 2018	All Types of Bulk Cements	\$12.00 per ton

This increase applies to all products produced at the Midlothian and Hunter Cement Plants, and to all products distributed through our various cement terminals.

Delivered prices will be furnished to your location(s) upon request and are subject to applicable fuel surcharges. All Martin Marietta sales are subject to our Standard Terms and Conditions of Sales. Due to the advance notice of this increase, no price protection will be allowed.

Thank you for your business, and we look forward to supplying your cement needs well into the future. If you have any questions, please do not hesitate to call either one of us.

Sincerely,

Handwritten signature of Karl H. Watson Jr. in black ink.

Karl H. Watson Jr.
Division President
Cement & Southwest Ready Mix
Office: (972) 647-3389
Mobile: (561) 312-0704

Handwritten signature of David Mittels in black ink.

David Mittels
General Manager - Sales
Cement Division
Office: (972) 647-3836
Mobile: (972) 989-2798

Example of price increase notification for cement distributed to customers reflecting price increase trends.



December 18, 2017

Dear Valued Customer:

Martin Marietta (MM) would like to express our appreciation for your business during 2017. In response to growing demand, MM continues to make significant investment in our operations to improve product availability, quality and to enhance the overall customer experience.

We are looking forward to 2018 and continued improvement in all market segments. In order to assist with your planning for the upcoming year, MM is announcing the following price increases for products at the operations listed below effective **March 1, 2018**.

<u>Products</u>	<u>Price Increase</u>
Base Stone	\$0.50/ton
3/8 inch Utility Stone	\$0.50/ton
3/4 inch Utility Stone	\$0.50/ton
Limestone Manufactured Sand	\$1.00/ton
Clean Stone	\$1.00/ton
Concrete Sand	\$1.00/ton
C-33 Granite Sand/Asphalt Sand	\$1.00/ton
Masonry Sand/Golf Course Sand/Cushion Sand	\$2.00/ton
Rip Rap	\$2.00/ton
SAC A Asphalt Rock	\$2.00/ton
Roofing Gravel	\$3.00/ton

Price increases will apply to fixed plant locations and quoted project specific materials

<u>Quarries</u>	<u>Sand & Gravel Quarries</u>	<u>Rail Yards</u>
Bridgeport	Bells	Celina
Chico	Tin Top	Miller
Mill Creek Granite/Limestone		Dallas
		Corsicana
		Tyler
		Midlothian

No pricing protection will be extended beyond currently active purchase orders or contracts.

MM values your business and would like to thank you for your continued support and patronage. If you have any questions, please feel free to contact your sales representative directly.

Sincerely,

A handwritten signature in black ink that reads 'Mark Morgan'.

Mark Morgan
General Manager-Sales

North Texas/Oklahoma District – Southwest Division
1503 LBJ Freeway, Dallas, Texas 75234
t. (972) 350-8221 f. (972) 988-7592
www.martinmarietta.com