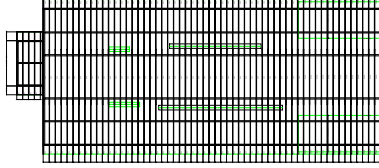


Typical Truss Design / Submittal Lead Times

Type 1 project

- 1- Simple design consisting of 5 or less truss types.
- 2- Manual/special load calculations are not required.
- 3- Truss geometry is simple.

Expected Design time: No more than 2 work days to complete, depending on available information.



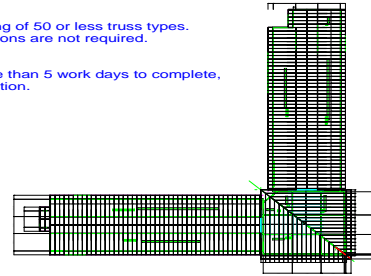
Typical Price range of project: 1k - 25k

Time does not include turn-around on seal production.

Type 2 project

- 1- Semi-simple design consisting of 50 or less truss types.
- 2- Manual/special load calculations are not required.
- 3- Truss geometry is simple.

Expected Design time: No more than 5 work days to complete, depending on available information.



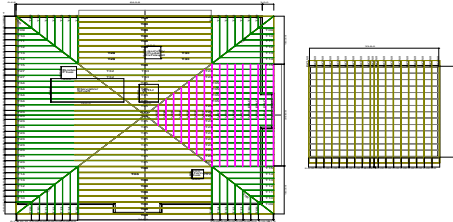
Typical Price range of project: 25k - 100k

Time does not include turn-around on seal production.

Type 3 project

- 1- Semi-complex design consisting of 50 or less truss types.
- 2- Some Manual/special load calculations are required.
- 3- Truss geometry is semi complex, ie coffered ceilings beam pockets, etc.
- 4- Angled walls, non-conventional mansard framing, etc.

Expected Design time: No more than 7 work days to complete, depending on available information.



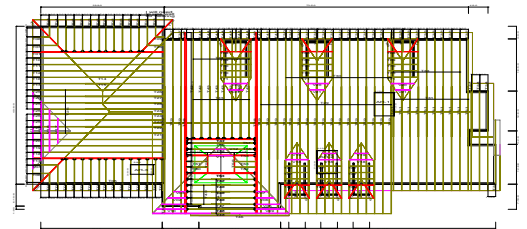
Typical Price range of project: 25k - 100k

Time does not include turn-around on seal production.

Type 4 project

- 1- Medium-complex design consisting of 50-150 truss types.
- 2- Some Manual/special load calculations are required.
- 3- Truss geometry is semi complex, ie coffered ceilings beam pockets, etc.
- 4- Angled walls, non-conventional mansard framing, etc. Large girders required, more than two hip sections, etc.

Expected Design time: No more than 10 work days to complete, depending on available information.



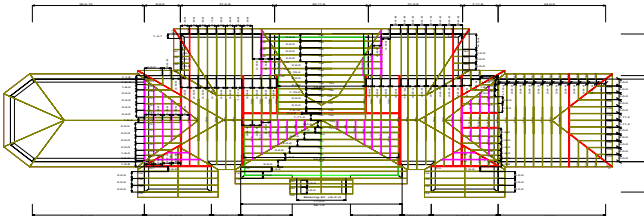
Typical Price range of project: 25k - 150k

Time does not include turn-around on seal production.

Type 5 project

- 1- Complex design consisting of 50-250 truss types.
- 2- Manual/special load calculations are required.
- 3- Truss geometry is complex, ie coffered ceilings beam pockets, etc.
- 4- Angled walls, non-conventional mansard framing, etc. Large girders required, more than two hip sections, etc.
- 5- Special design conditions required, ie: cupola loading, sheer trusses, special connection details, etc.
- 6- Multiple tier truss systems are included.

Expected Design time: A project like this should have a feasible turnaround time of 2-4 weeks, depending on available information and quality of blue prints.



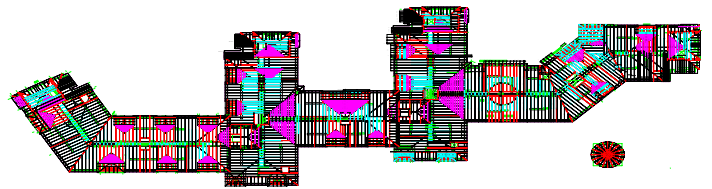
Typical Price range of project: 100k - 400k

Time does not include turn-around on seal production.

Type 6 project

- 1- Complex design consisting of 250 or more truss types.
- 2- Manual/special load calculations are required.
- 3- Truss geometry is severely complex, ie multi-tier overframing.
- 4- Angled walls, non-conventional mansard framing, etc. Large girders required, more than two hip sections, etc.
- 5- Special design conditions required, ie: cupola loading, sheer trusses, special connection details, etc.
- 6- Multiple tier truss systems are included.

Expected Design time: A project like this should have a feasible turnaround time of 8-12 weeks, depending on available information and quality of blue prints. Lines of communication with building design staff and truss designer must be open.



Typical Price range of project: 200k - 1.5 mil.

Time does not include turn-around on seal production.

Lead times depicted above are based on the customer providing us with a complete set of construction documents as well as open lines of communication with the building design staff. Response to Steele Truss Co., Inc. RFI letters is also a crucial factor in determining these lead times.

**These lead times do NOT account for turnaround on seals from our suppliers, material delivery, or truss delivery.