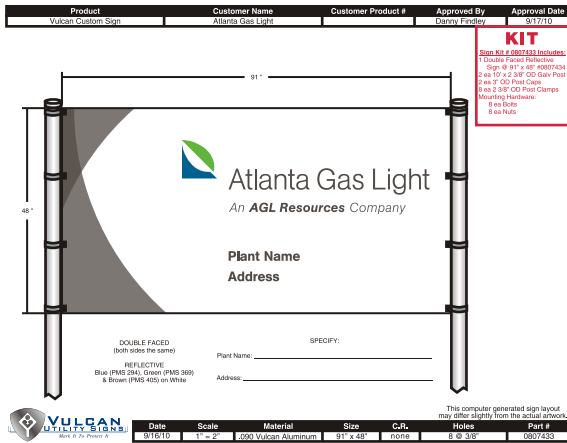
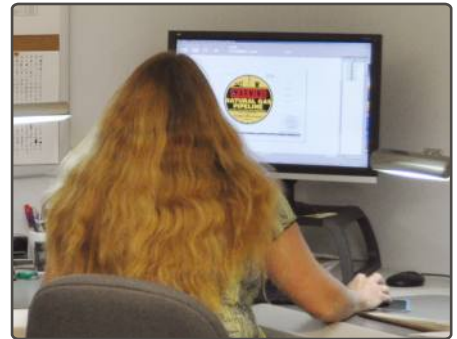


# Value-Added Services

At Vulcan, we work hard to build and maintain working relationships with our customers. This means going above and beyond to exceed customer expectations. Our goal is to put the needs of our customers at the forefront of everything we do. With this in mind, below is a list of a few of the Value-Added Services that Vulcan offers to each and every customer, at no additional cost.

## GRAPHIC DESIGN:

Our Graphics Department has the knowledge and expertise required to assist in the design process of signs and markers. Drawings and layouts can be provided to ensure 100% customer satisfaction.

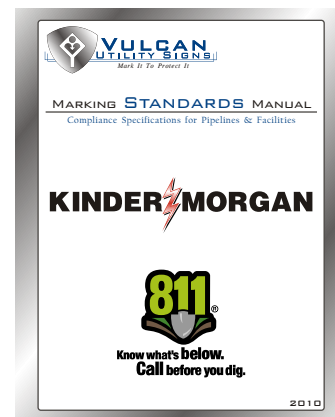


## JOB KITS:

We can prepare customized job kits that include all of the components needed for a project. This service aids in organization of the project and greatly improves installation time. Contact us for more details on how we can increase efficiency on the projects you tackle.

## MARKING STANDARDS MANUAL:

Let us create a custom Marking Standards Manual to make identifying and ordering your custom marking products a breeze and ensure consistency. This custom manual contains illustrations, specifications, and part numbers for every marking product "approved" by your company. It is available either electronically or in print format. Be sure to ask about this service. We can also include easy to use order forms to further streamline the ordering process.



# Value-Added Services

## CUSTOMIZED WEB STORE CORPORATE ACCESS PAGE:

For our customers, we offer a range of services that can save your company time and money. These services are just a mouse click away... on our secure Web Store. A customer with a contract account can be provided a customized, Web Store Corporate Access Page (CAP) designed specifically for the products a company purchases. Please contact us for details.

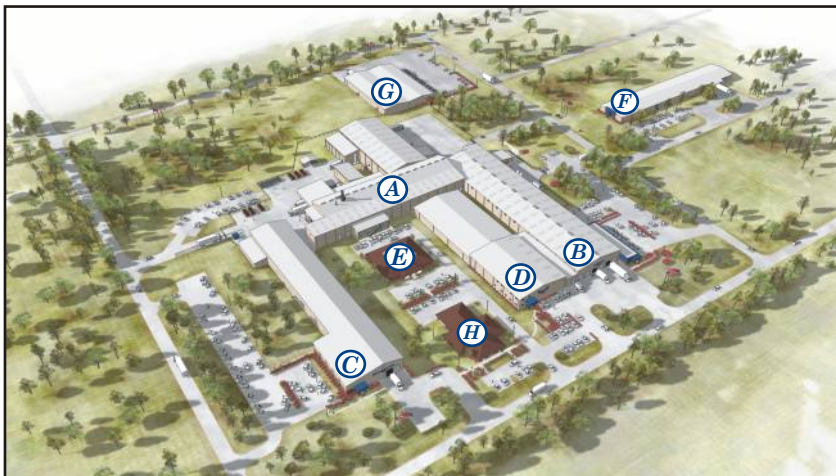


## RESEARCH & DEVELOPMENT:

Products are continually tested to ensure the best field performance. Our Outdoor Test Deck allows real time testing of current products as well as products in the developmental stages. A QUV Weatherometer is utilized for accelerated testing of simulated outdoor exposure. Through these testing processes, we are able to analyze the life expectancy of our products in the field.

## EXTENSIVE MANUFACTURING CAPABILITIES:

Vulcan Utility Signs is part of Vulcan, Inc., which includes four other manufacturing facilities, an Engineering Maintenance and Compliance Department, a Technology Center and General Offices. All facilities are located on our thirty-two acre campus in Foley, Alabama. Our collaborative nature allows expanding in-house manufacturing opportunities. Whatever your needs may be, give us a call and we will work to provide the best solution possible.



**A. Vulcan Aluminum Mill:** Manufacturer of aluminum sheet and heavy gauge coils.

**B. Vulcan Aluminum:** Fabricator of aluminum sheet, blanks and extrusions.

**C. Vulcan Metal Stampings:** Metal stampings facility producing metal products from various materials.

**D. Vulcan Signs:** Screen-printing facility for traffic control signs and related items.

**E. Vulcan Technology Center:** Providing technical support and services to all Vulcan Facilities including Vulcan Traffic Management Services.

**F. Vulcan Utility Signs:** Manufacturer of custom-designed utility marking products.

**G. Vulcan Engineering, Maintenance & Compliance (EMC) Department:** Providing Engineering, Maintenance and Environmental/Safety Compliance support to all Vulcan facilities.

**H. Vulcan, Inc. General Offices**