



BISMARCK, ND.

Hey Steve

Just sending out a quick note about the Gator Bar.

The guys love it, they were already saying 40% labor savings on the first day, and by the end of that week they didn't want to ever see steel on our flat work jobs again.

My guys have been working with steel for 15+ years and the acceptance of Gator bar started within minutes, and as we know change comes hard in this industry.

Just landed a 30,000 sq. ft. job with 1 ft. OC #4 bar and the General Contractor signed off on using Gator Bar instead. The guys were extra happy!!! as that would have been a back breaking event for sure.

For any company that ties up a lot of bar or a little it's a NO BRAINER even if steel comes back down in \$\$\$ we won't go back to steel for our flat work.

Thanks for all your help, and keep cranking out that Gator Bar.

Rob Swanson ICS INC.