



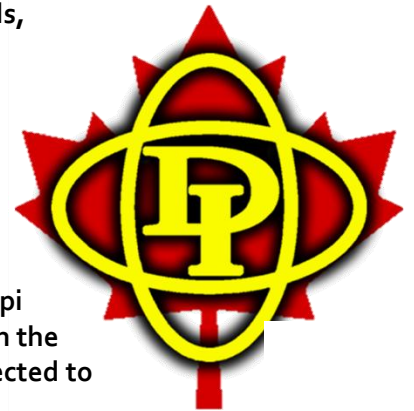
D.I. ROOF SEAMERS

~ Bi-Annual Bulletin ~

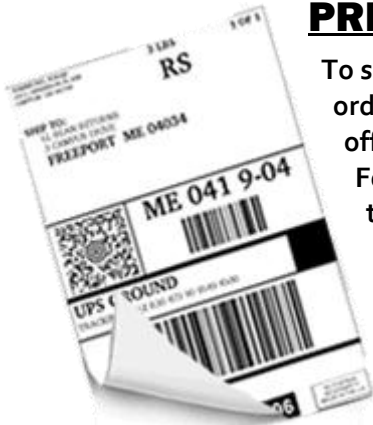
D.I. OPENS FACILITY IN ONTARIO, CANADA

D.I. Roof Seamers proudly announces the opening of their new office in Niagara Falls, Ontario on Monday, July 2, 2012. The new facility will house a rental fleet of roof seamers, hand crimpers and tools and act as a distribution point and service center. Trained staff and service technicians will be on hand to insure that the high quality standards that AEP-SPAN has come to expect from D.I., are maintained. The location of the office will provide builders faster shipping times and without the hassle of international shipping frustrations.

Since 1989, D.I. Roof Seamers has operated out of their facility in Corinth, Mississippi and is considered the largest dedicated roof seamer manufacturer in the world. With the successful opening of the office in Niagara Falls, Ontario, additional offices are expected to open in 2013.



PREPAID RETURN SHIPPING LABELS



To serve our customers better, D.I. now includes pre-paid return labels with each rental order. The rental costs will be included with final invoicing of the rental, but can be offered at a significantly lower rate than a builder could get at a local UPS Store or FedEx/Kinkos. This also saves a builder the time of having to leave his jobsite to go track down a local shipping store. They can simply place the new shipping label over the old one and call the toll-free number to schedule a pick-up. This option will not only save builder time and money, but also the hassle of being away from their jobsite. This is just another way that D.I. is making *Roof Seaming. Easier.*™

D.I.'S ENGINEERING DEPARTMENT GETS NEW HOME

D.I. is continuing to grow in 2012 by adding new offices for our Research & Development and Engineering Departments. After the recent addition of 1,500 sq. ft. of new offices and private machining facility in Summer 2010, they have quickly outgrown it and now require more space. The newly constructed 2,200 sq. ft. office complex will be occupied this week as construction wraps up. This will free up the remaining space in their machine shop for larger and better operations as we add new employees and equipment. Exciting and new innovations are still in the works and promise that great things are in store for the very near future.





NATIONAL DAY OF PRAYER 2012

The National Day of Prayer was instituted by Congress in 1952 as an event for Americans to take a moment and pray for guidance and protection for our country and its leaders. Regardless of political or religious affiliations, the National Day of Prayer was celebrated by employees of D.I. on May 2, 2012. We feel that in such a time that we live in, a time to come together and pray is vital for our successful and prosperous future.

D.I. REVOLUTION™ RISES TO THE CHALLENGE

Since the successful release of the D.I. REVOLUTION™ in October of last year, several design up-grades have already been considered. We were challenged to create a solution for builders that allow them to not bend over to use the tool, thus saving continues stress on backs and knees. We are proud to announce that we have developed a solution for just such a scenario. That solution will be released within the next few weeks – a 19” extension will be added to the tool to allow full operation of the D.I. REVOLUTION™ while standing.

This new accessory will allow an operator the ability to use this tool with greater ease and less strain on their body. Totalling 34.5” in height, the tool can now be easily used by any installer in a comfortable and ergonomically correct way. It will come with a price tag of approximately \$500 and will fit nicely in the existing shipping/storage containers. It can be purchased as an accessory with tools already purchased and is interchangeable among all models. Renters will also have this option if they would like to ‘try before they buy’. Keep your eyes open for this soon-coming upgrade.



A MESSAGE FROM OUR SALES MANAGER

On the behalf of our Sales Team, please allow me a few minutes to present a brief first half of 2012 “State of the Union” message concerning going on at D.I. Roof Seamers. First and foremost, we want thank everyone at AEP-SPAN for your continued support of our products. D.I. had a strong start to the year in total rental revenues and as usual, AEP-SPAN was one of our top performing Manufacturer Partners. We are all aware that closing sales deals in today’s economic environment is far more difficult than it was only a few years ago. Understanding that, we are very excited and thankful to see the revenue numbers from AEP-SPAN trending in a positive direction. D.I. cherishes the business partnership that we have with AEP-SPAN and we vow to guard it closely as we move forward together through 2012.

As already reported in this newsletter, D.I. will soon be opening a new office in Niagara Falls, Ontario. This office will operate as a distribution and service center for the Canadian market. Much of our first quarter efforts have been focused on the logistics of getting that office up and running. Our decision to move into Canada is a response to requests from our manufacturing partners to better serve what we see as a growing Canadian market. We are excited about the opportunity and will be formally announcing a grand opening very soon.

Again, thanks to everyone at AEP-SPAN for a very successful first quarter. We look forward to continued growth as 2012 continues.

- Kevin Thomas