



Eighteen months ago, Atlas Tube had just gone through a period of rapid expansion, having certain purchased assets of Maverick Tube and shares of Copperweld Corporation. After those two transactions, Atlas' financial structure changed significantly. It went from a two entity business with approximately \$500 million in sales to an eleven entity business with over \$1 billion in sales.

This tremendous growth placed enormous pressure on our financial reporting system, which was further exacerbated by the fact that our internal accounting software did not have an inherent consolidation process for us to use. As a result, we were consolidating on a largely manual basis inside of an Excel spreadsheet. Further compounding our pressures were the fact that managing the transition and growth in our business was consuming a large portion of our executive's time, which meant that any solution that involved a lengthy or executive-driven time consuming process was sure to die before it got started. We reviewed several alternatives, including Hyperion and could not find an appropriate match that provided an appropriate cost-benefit equation. Then Dynac Tools found us.

We were so impressed with Gary, his team and his product that we purchased it and started implementation in the middle of our first meeting. Since that time, our respect and appreciation for the Dynac product and Dynac team has grown considerably. In less than one month, Gary's team designed and implemented the consolidation portion of the Dynac package. We used it for completing our next month-end's financial package. Gary and his team then helped us work through the process of implementing the budget portion of the Dynac package. Again, we were up and running inside of a month and have used the budgeting package since.

Some of the things that have impressed us the most of the Dynac suite of tools include: the ability of Dynac to map existing general ledger accounts inside of Dynac without requiring changes to any of our existing general ledger accounts; the superior customer service provided by Gary and his team; and, the minimal invasive implementation. Having also been involved in a Hyperion implementation which took 5 months of time and a team of 4 dedicated full-time employees, I am pleased to recount our Dynac implementation story to my colleagues, one month of implementation time and less than a month of one full-time employee.

While we are extremely pleased with our initial Dynac product, we were particularly enthused to hear of two recent innovations which make the Dynac suite an even stronger brand, the alliance with Axle Studio and a back door SQL platform for Dynac's operations. We look forward to understanding more about these products and how they can be implemented at Atlas Tube in the short-term.

Yours truly,

A handwritten signature in black ink, appearing to read "Carl Merton".

Carl A. Merton, CA, CBV  
Vice-President, Special Projects

A handwritten signature in black ink, appearing to read "Curtis Pope".

Curtis Pope, CA  
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