



engineering@marinoware.com  
technicalservices@marinoware.com  
sales@marinoware.com  
framerite@marinoware.com  
connectors@marinoware.com

Date: March 23, 2021

To: Our Valued Customers

Re: May Price Increase REVISION – Now 20% Effective May 4, 2021

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Marino\WARE prides itself in keeping you current on what's happening in steel. The metal framing industry is in the throes of supply challenges like we have never seen. Besides monthly price hikes, deliveries from steel mills are getting stretched. The latest development is that the cost for steel coil in May jumped far more than expected.

**As a result, we must revise our May 4 price increase to 20%. This precedes the June 1 increase in the amount of 10%, which will also go into effect as planned.**

Our highest priority is to meet all of our obligations and remain the industry's most reliable steel supplier. Sometimes that requires taking extraordinary steps.

Marino\WARE will honor all quotations activated in accordance with the "Quote Policy," which went into effect on January 21, 2019, and can be found on our website, [www.marinoware.com](http://www.marinoware.com).

Please anticipate longer lead times in light of strong demand and limited supply. We urge you to review any open job commitments with your customers and your Marino\WARE sales representative to ensure that the proper timeline and footages by product are established.

Thank you for your continued support!

Marino\WARE

★ NEW JERSEY FACILITY  
400 Metuchen Road  
South Plainfield, NJ 07080  
(800) 627-4661  
(908) 757-9000  
(908) 412-1442 FAX

★ GEORGIA FACILITY  
777 Greenbelt Parkway  
Griffin, GA 30223  
(800) 504-8199  
(678) 688-1312  
(678) 688-1379 FAX

★ INDIANA FACILITY  
4245 Railroad Avenue  
East Chicago, IN 46312  
(866) 636-6002  
(219) 378-7100  
(219) 378-7106 FAX

★ NEW YORK SALES OFFICE  
51 John Street, Ste. 1  
Babylon, NY 11702  
(800) 627-4667  
(631) 691-2200  
(631) 691-1492 FAX

★ ENGINEERING OFFICE  
100 Hendrick Drive, Suite 200  
McDonough, GA 30253  
(866) 545-1545  
(678) 688-7780  
(770) 507-2605 FAX