



QUALITY AND SERVICE COUNT.

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Date: Friday August 26, 2011

To: Our Valued Customers

Re: Price Increase Announcement – 10% Effective October 3, 2011

Domestic steel mills have announced successive price increases, due to high raw material costs and a squeeze on profitability. Mill capacity utilization remains around 77%, while domestic demand is stable. Steel imports have been minimal, largely due to the weak dollar.

Based on recent activity, Marino\WARE will raise prices 10% on metal framing components effective October 3, 2011. In addition, we will use quote escalators of 10% on 10/1/2011 and 5% on 1/1/2012. To view our quote policy dated 6/08/11, please go to www.marinoware.com.

Over the past 24 months, worldwide steel demand has been tepid, yet the commodity prices have carried steel prices well above previous plateaus. Any uptick in worldwide demand would add to upward pressure. Many nations are considering massive infrastructure spending, which could build demand. Scrap is the primary cost driver for steel, and much of it is here in the United States. Nations around the globe will be competing to take it. While nobody can predict future costs, the conditions for a price recovery throughout 2012 appear to be taking shape.

If you have any questions, please contact your Marino\WARE sales representative. We thank you for your continued support!

Sincerely,

Marino\WARE

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VP Sales, Northeast

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