



QUALITY AND SERVICE COUNT.

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Date: December 7, 2009

To: Our Valued Customers

Re: Price Increase Announcement –Effective January 4, 2010

Marino\WARE is announcing a price increase to keep pace with rising steel costs. Domestic steel mills have announced multiple first quarter 2010 price increases. These increases are a result of rising costs of raw materials, including scrap and zinc. The weakness of the U. S. dollar makes foreign steel uncompetitive. Therefore, even in a market where demand for construction steel is lower, the rising cost of steel makes it necessary for us to raise prices on construction products.

In response to these factors, Marino\WARE will raise prices 10-15% on all products effective January 4, 2010. If you have any questions, please contact your Marino\WARE sales representative, and thank you for your continued support!

Sincerely,

Marino\WARE

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Regional Sales
Manager, NE

Bill Mayne
VP Sales, Southeast
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Mike Fenbert
VP Sales, Midwest

Gary Hymel
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