



Date: March 23, 2021

To: Our Valued Customers

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

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.

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

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