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Date: November 17, 2016

To: Our Valued Customers

Re: Price Increase Announcement – 10% Effective January 2, 2017

Due to successive cost increases on steel, Marino\WARE will raise prices 10% on all products effective January 2, 2017, which is already reflected by an escalator on job quotes. New price pages will be distributed by mid-December.

Marino\WARE will honor all quotations activated in accordance with the “quote activation policy” dated April 13, 2010, which can be found on our website, www.marinoware.com. We will void any job quotes not activated in accordance with policy guidelines. In light of the recent market developments, we urge you to review the disposition of any open job quotations with your customers.

Thank you for your continued support!

Sincerely,

Marino\WARE Sales Management Team

Gerry Compton
Northeast

Bill Mayne
Southeast

Mike Fenbert
Midwest

Evan Keebler
South Central

NEW JERSEY FACILITY	GEORGIA FACILITY	INDIANA FACILITY	TEXAS FACILITY	NEW YORK SALES OFFICE	ENGINEERING OFFICE
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(908) 757-9000	(678) 688-1312	(219) 378-7100	(281) 283-8100	(631) 691-2200	(770) 507-2600
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