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Date: June 20, 2017

To: Our Valued Customers

Re: Price Increase Announcement – 10% Effective July 17, 2017

Due to the anticipated successive increases in steel cost, Marino\WARE will raise prices 10% on all products, effective July 17, 2017. Price pages will be distributed by July 10th.

All quotes will now reflect the following escalators:

- July 17, 2017 +10%
- October 1, 2017 +5%
- January 1, 2018 +5%

Marino\WARE will honor all quotations activated in accordance with the "quote activation policy," which went into effect on April 13, 2010, and can be found on our website, www.marinoware.com. We are voiding any job quotes not activated within policy guidelines, and we urge you to review any open job commitments with your contractors and your Marino\WARE sales representative.

Thank you for your continued support!

Sincerely,

Marino\WARE Sales Management Team

Gerry Compton
 VP Northeast

Bill Mayne
 VP Southeast

Mike Fenbert
 VP Midwest

Evan Keebler
 VP South Central

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