

February 5, 2012

To Our Valued Customers:

Since the first of November the domestic steel mills have announced and implemented monthly price increases of over 120 dollars per ton. As a result of these increases ClarkDietrich Building Systems will implement a firm 5% price increase across all regions on all steel products shipped on or after March 5, 2012.

For planning purposes we suggest adding 5% per Quarter on future business.

ClarkDietrich will continue to honor all existing quotes in accordance to our current job quoting policy. A copy of our policy can be found on our ClarkDietrich website at (www.clarkdietrich.com/support-tools/sales-forms). Revised price sheets reflecting the increase will be issued the week of February 19, 2012.

If you have any questions, please contact your local Inside Sales Representative. ClarkDietrich thanks you for your continued loyalty and support during these ever changing economic times.

Sincerely,

ClarkDietrich Building Systems



QUALITY AND SERVICE COUNT.

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Date: February 8, 2012

To: Our Valued Customers

Re: Price Increase of 5% Effective with Shipments On March 5, 2012

The net effect of the mill increases through February amounts to \$120 per ton, and capacity utilization is rising, creating a stable environment for domestic steel producers. While the threat of import steel is growing, there is no cost advantage to ordering offshore at this time.

Marino\WARE will raise prices 5% on all products effective March 5, 2012 throughout our service area. In addition, we will implement 5% quarterly escalators for job quotes. To view our quote policy dated 6/08/11, please go to www.marinoware.com.

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

Sincerely,

Marino\WARE

Gerry Compton
VP Sales, Northeast

Bill Mayne
VP Sales, Southeast &
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VP Sales, Midwest

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