engineering@marinoware.com
technicalservices@marinoware.com
sales@marinoware.com
framerite@marinoware.com
connectors@marinoware.com

Date: January 9, 2017

To: Our Valued Customers

Re: Price Increase Announcement – 10% Effective February 13, 2017

Due to the rapidly increasing cost of steel, Marino\WARE will raise prices 10% on all products, effective February 13, 2017. Certain regions may be higher due to wholesale changes in how steel must now be sourced. Price pages will be distributed by early February, which will ultimately establish the effective prices for February 13.

The purchase price for steel plummeted precipitously from 8/1/16 until the eve of the presidential election. Since then, prices have fully recovered to their peak in July, and domestic steel mills announced another $40/ton just this week.

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 will void any job quotes not activated within policy guidelines. In light of the recent market developments, we urge you to review any open job commitments with your contractors.

Escalators on job quotes will reflect this increase soon as the market adjusts to the higher costs.

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

NEW JERSEY FACILITY
400 Metuchen Road
South Plainfield, NJ 07080
(800) 627-4661
(908) 757-9000
(908) 412-1442 FAX

GEORGIA FACILITY
777 Greenbelt Parkway
Griffin, GA 30223
(800) 504-8199
(678) 688-1312
(678) 688-1379 FAX

INDIANA FACILITY
4245 Railroad Avenue
East Chicago, IN 46312
(866) 636-6002
(219) 378-7100
(219) 378-7106 FAX

TEXAS FACILITY
10101 Bay Area Boulevard
Pasadena, TX 77507
(800) 504-8199
(678) 688-1312
(281) 283-8105 FAX

NEW YORK SALES OFFICE
137 Broadway, Suite B1
Amityville, NY 11701
(800) 627-4667
(631) 691-2200
(631) 691-1492 FAX

ENGINEERING OFFICE
100 Hendrick Drive, Suite 200
McDonough, GA 30253
(866) 545-1545
(678) 688-7780
(770) 507-2605 FAX

www.marinoware.com

ClarkDietrich
BUILDING SYSTEMS

January 11th, 2017

Price Increase Announcement

To Our Valued Customers:

Due to continued increases from the steel mills, ClarkDietrich Building Systems will implement a price increase of a minimum 10% on all products effective February 13th, 2017.

We anticipate additional increases in the future which will be reflected in our job quoting escalation.

ClarkDietrich will continue to honor all existing quotes in accordance with our current job quoting policy. A copy of our policy can be found on our website at: www.clarkdietrich.com/support-tools/sales-forms.

Revised price sheets reflecting this increase will be distributed by early February.
If you have any questions, please contact your local CDBS Sales Representative.

ClarkDietrich thanks you for your continued loyalty and support.

Sincerely,

ClarkDietrich Building Systems

9100 Centre Pointe Dr. Suite 210
West Chester, OH 45069

P 513.870.1100
F 513.870.1300

clarkdietrich.com
Clarkwestern Dietrich Building Systems LLC

Building Products Inc.

2960 Woodbridge Ave
Edison NJ, 08837

(732) 662-6200
www.buysuperstud.com

January10, 2017

RE: Price Increase Effective February 13, 2017

To Our Valued Customers:

The Domestic mills have announced yet another price increase effective 1/10/17.This is the 5th mill increase since late October.

Super Stud will be increasing prices on all steel products by a minimum of 10% effective on deliveries on or after February 13 , 2017.

Super Stud will honor all UNEXPIRED quotes in accordance with our quote policy. Please contact your sales representative to review your pending job quotations.

If you have any questions regarding the price increase or escalators please contact your Super Stud Building Products Sales Representative.

Thank you for your business and continued support.

Chris Chimera

Sales Manager
Super Stud Building Products