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Date: October 20, 2023

To: Our Valued Customers

Re: Price Increase Announcement – 15% Effective With Deliveries On or After November 22, 2023

Due to rising costs steel costs, Marino\WARE will raise prices 15% on all steel products, effective with deliveries on or after November 22, 2023. Job quotes will also reflect the 15% escalator on the same day.

The UAW strike has resulted in some idled capacity at the steel mills and lower production caps overall. At the same time, they have come to realize greater demand than anticipated for December and beyond. Input costs for domestic steel producers continue to climb.

Due to these factors, the industry has announced a substantial increase in the base price, and, in some cases, the price is subject to availability at time of order. It is also important to understand that they anticipate longer lead times, so we urge you to plan accordingly.

See the mill announcements here [Steel News](#).

Marino\WARE will honor all quotations activated in accordance with the “Quote Policy,” which is published on our website [www.marinoware.com](http://www.marinoware.com). We urge you to review any open job commitments with your customers and your Marino\WARE sales representative.

Thank you for your continued support!

Marino\WARE

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