

February 1, 2019

Marley Engineered Products
999 N. McClintock Rd
Burr Ridge, IL 60527

Dear Valued Customer:

Marley Engineered Products (“MEP”) has continued to experience raw material cost increases due to commodities such as aluminum, steel, freight, and paperboard/packaging. As a result, effective April 1, we will adjust prices on a select set of effected SKUs to offset these increases. The price increase will vary by SKU, and the impact to individual customers will vary based on the mix of products purchased. The price increase will cover all MEP brands: Berko, Q-Mark, Fahrenheit, Leading Edge, and Marley Industrial Products. Some products with price adjustments reflect lower-volume items that have a high-volume substitute available. In these instances, your MEP sales representative has a list of suggested substitutes that can provide equal or better application coverage, lead time and/or pricing.

New pricing information will be available based on the schedule below:

- March 1, 2019: Item-level net price sheets; and
- April 1, 2019: Digital list price books and Concept Configurator updated.

Lastly, demand hit record levels this heating season thanks to an early start to cold weather in many parts of the country. To better keep pace with demand, we have expanded production capacity with additional lines, shifts, staffing, and other methods.

Thank you for your continued support of MEP. We really appreciate and value your business.

Please direct any questions regarding the price increase to your MEP sales representative.

Regards,
Terrilynn Million Short
VP/GM Marley Engineered Products