

www.empireindustries.com

March 7, 2011

TO: All Empire Customers

Manufacturers' Representatives

RE: Price increase - Pipe Hangers, Strut and Accessories and All Metal Stampings/Castings

Effective April 18th, 2011 Empire will increase our prices by an average of 7-14%. We will continue to use the current list price book dated July 26th, 2010. Customers will be notified of their new discount structure and pricing over the next 3-4 weeks.

The reason for the increase is due to rising cost of global raw materials as well as the continued increases in energy and transportation costs. We will monitor all of these escalating costs and we reserve the right to make further adjustments in the near future.

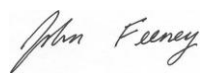
Our pricing is also available for download on the Internet in either PDF format or as an Excel file. You can find both files on the "Price List" page of our website at www.empireindustries.com.

In addition, we are pleased to supply *customer specific* spreadsheets in Excel format when requested. Please email your request to Lsansone@empireindustries.com. Please make the subject of your email "Price Increase 4-18-11", and include your name, company name, address and phone number in the message body.

If you have any questions please call your local sales representative or call the factory direct at 1-800-243-4844.

We appreciate your continued support and look forward to servicing your future needs.

Sincerely,



John Feeny
VP, Sales/Operations



Tom Collins
Product Manager



Craig Bramley
National Sales Manager