

www.empireindustries.com

May 26, 2010

TO: All Empire Customers

Manufacturers' Representatives

RE: New List Price Book, Pipe Hangers, Strut and Accessories

Effective July 26, 2010 Empire will utilize a new list price catalog. Customers can continue to use their current discount multiplier in conjunction with the new price catalog. We will mail the book approximately 2 weeks prior to the effective date. The catalog will also be available on our web site in advance of the effective date.

The reason for the new book is simply to re-balance the list prices to meet current market conditions and add new products to our catalog. Global raw materials have increased considerably since January of 2010, and we have tried to hold off on increases during these demanding economic times. The percent increase will range from 5% to 15+%.

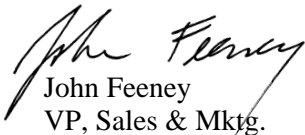
Our pricing is also available for download on the Internet in either PDF format or as an Excel file. You can find both files on the "Price List" page of our website at www.empireindustries.com.

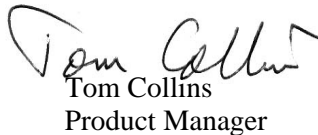
In addition, we are pleased to supply *customer specific* spreadsheets in Excel format when requested. Please email your request to Lsansone@empireindustries.com. Please make the subject of your email "Pricelist", and include your name, company name, address and phone number in the message body.

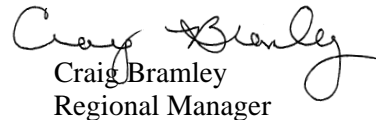
If you have any questions please call your local sales representative or call the factory direct at 1-800-243-4844.

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

Sincerely,


John Feeny
VP, Sales & Mktg.


Tom Collins
Product Manager


Craig Bramley
Regional Manager