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**RESPONSIVENESS, SERVICE, QUALITY from the Leader in Metal Framing Innovation**

*Date:* October 25, 2023

*To:* Our Valued Customers

*Re:* Rising Steel Prices

Telling Industries LLC is proud to be American owned & operated. Recent increases in domestic steel costs and inflationary pressures on all non-steel manufacturing materials have necessitated a price increase for most Telling metal framing products effective December 4, 2023. Specific price sheets will be provided to reflect the details of our new pricing. The December price increase is in addition to all previous price increases.

Telling Industries will make every effort to honor all active quotations in accordance with our quote policy. An active quotation is any quote that has been signed and accepted by Telling within 30 days of quote date and orders placed within the last 90 days. For quotes that are older than 90 days, not signed, or inactive, the price increase will be applied.

As good business partners, we welcome continued dialog and discussion with all our valued customers.

Thank you for your continued support!

Chuck Haba  
President

Rus Mazza  
EVP of Sales

John Greminger  
National Sales Manager

