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

*Date:* March 3, 2025

*To:* Our Valued Customers

*Re:* Rising Steel Prices

The President Trump of a 25% Steel tariff with no countries excluded continue to result in steel cost increases. Although Telling buys our steel from domestic steel mills, they too are raising their prices. This has necessitated a second price increase for most Telling metal framing products. Specific price sheets will be provided to reflect the details of our new pricing.

- Telling 1<sup>st</sup> price increase of 2025: effective March 10, 2025
- Telling 2<sup>nd</sup> price increase of 2025: effective April 7, 2025

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. Telling Industries LLC is proud to be American owned & operated.

Thank you for your continued support!

Chuck Haba  
President

Rus Mazza  
EVP of Sales

John Greminger  
National Sales Manager

