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

*Date:* February 2026  
*To:* Our Valued Customers  
*Re:* Rising Steel Prices

As a valued customer, we want to be transparent about our pricing. Unfortunately, domestic steel costs have continued to escalate. In order for Telling to continue to provide quality products in a timely manner, we must also increase our pricing for most Telling metal framing products, effective March 16, 2026. Specific price sheets will be provided to reflect the details of our new pricing.

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 the 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 dialogue 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

Ed Sligh  
EVP Sales

Rus Mazza  
VP of Sales

