

Telling Industries
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RESPONSIVENESS, SERVICE, QUALITY

Date: March 9, 2018

To: Our Valued Customers

Re: Price Increase Announcement - Effective April 2, 2018

Telling Industries LLC is proud to be American owned & operated, with the vast majority of our raw steel purchases coming from domestic sources. However, global economics, tariffs, and recent increases in domestic steel costs are necessitating a price increase on all Telling products effective April 2, 2018. Specific price sheets will be forthcoming to reflect 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 quote date and orders placed within the last 6 months. For quotes that are older than 6 months, 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, especially during these turbulent times in the steel industry.

Thank you for your continued support!

Charles A. Haba

Chuck Haba
President

Two handwritten signatures in black ink. The first signature is 'AJ Dinunizo' and the second is 'John Greminger'. Both are written in a cursive, flowing style.

AJ Dinunizo and John Greminger
National Sales Managers

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