18 Richard Drive
Lititz, PA 17543
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October 20, 2026

Subject: Pricing Adjustment Effective [December 1. 2026]

Dear Valued Customer,

Earlier this year, we communicated the impact that rising tariffs and inflationary pressures were having on our business and the broader construction materials industry. While tariff conditions have since stabilized and even slightly retreated, several other cost drivers continue to place significant pressure on manufacturing and distribution expenses.

Year to date, fuel rates have increased on an averge of more than **55%** with some routes as much as **81%** and carriers have implemented additional freight surcharges, significantly increasing transportation costs across our supply chain. At the same time, steel prices continue to rise, with industry forecasts projecting increases of **32.1% to 39.3% for the full year**. These escalating costs, combined with ongoing inflationary pressures, have substantially increased the cost of producing and delivering our products.

Despite our continued efforts to offset these increases through operational efficiencies and cost management initiatives, we can no longer absorb the full impact. As a result, we must make the difficult decision to implement a **4.9% price increase on all doors and frames and 4.2% on hardware**, effective Deember 1, 2026.

This decision was not made lightly. We remain committed to providing the quality products, dependable service, and value you expect from us. We appreciate your understanding as we navigate these challenging market conditions.

Thank you for your continued partnership and trust. If you have any questions regarding this adjustment, please contact your sales representative.

Sincerely,

Deron Harvey
VP/GM- Tell Manufacturing

Lou Scarfo
Director of Sales and Marketing- Tell Manufacturing