



April 8, 2025

**Subject: Important Update to Pricing Due to Tariff Impacts**

Dear Valued Customers,

We hope this message finds you well. At TownSteel, we are committed to providing you with the highest quality products and services. As you may be aware, recent tariffs have significantly impacted various industries, including ours. We have been diligently analyzing the situation and exploring all possible options to mitigate these effects.

After careful consideration, we have concluded that, in order to maintain our standards and continue serving you effectively, it has become necessary to implement a price adjustment. This decision was not made lightly, as we understand that price changes are never easy to discuss.

Effective immediately, we will have a 35% tariff increase on all **SLM Indicator products, m-Genius products, and all stand-alone electronic and access control products**. The balance of our product line will have a 15% tariff increase. This will be shown as a separate line item on the bottom of all quotes, order acknowledgments, and invoices you receive from TownSteel.

We are committed to transparency and want to ensure that you understand the reasons behind this adjustment. The increases will help us cover the additional costs incurred due to the tariffs while still delivering the quality and service you expect from us.

We appreciate your understanding and support during this time. Should you have any questions or concerns, please do not hesitate to reach out to our customer service team.

Thank you for your continued partnership.

Best regards,

Todd Neely

Executive Vice President

TownSteel, Inc.

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