



We continue to monitor the trade situation and the impact of tariffs on our products. Tariffs are applied to our finished goods based on the country of origin. We have reviewed our product lines, completed cost reports, determined specific country of origin as it relates to both parts and complete goods, and determined that we will be reducing most of our tariff surcharges.

Effective immediately, the tariff surcharge on all mechanical Locks, Closers, Panic Devices/Trims, and our entire Aegis School Indicator Solutions will be reduced from 15% to 10%. The 35% tariff surcharge will remain in place for all m-Genius products, and all stand-alone electronic and access control products. This surcharge will be shown as a separate line item at the bottom of all quotes, order acknowledgments, and invoices you receive from TownSteel. You will be charged the lesser of the quoted surcharge or the actual surcharge at the time of shipment.

We are committed to transparency and want to assure you that we view the tariff surcharges as necessary to cover additional costs incurred. Tariffs are not a profit center, or an opportunity to freely drive up price. If new tariff agreements are reached that diminish the current rates, we will decrease our surcharge.

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.