



4100 13th Street SW ■ Canton, OH 44710 ■ Phone: 866.997.8788 ■ Fax: 330.477.0626 ■ www.gregorystrut.com

February 21, 2025

TO: All G-STRUT Customers

FROM: Bob Porter, VP

RE: **G-STRUT Price Increase Announcement**

Important Update on Steel Product Pricing

Dear Valued Customers,

We hope this message finds you well. At Gregory Strut, we are committed to providing the highest quality products and exceptional service. As a trusted partner, it is important to keep you informed about rapidly developing changes that are impacting the current market.

Over the past several weeks, the domestic & global steel markets have been experiencing significant volatility. Two primary factors have contributed to this situation: escalating/immediate impact steel tariffs and substantial price increases from domestic steel mills. These developments have had and will continue to have a direct impact on our cost structure and, consequently, the pricing of all steel-intensive products including Strut channel, Manufactured to length strut, Strut Accessories, All-thread Rod, and Roof Blocks.

Escalating Steel Tariffs:

The imposition of higher tariffs on import steel has led to increased costs for both raw materials and finished goods. As a result, we are seeing a considerable rise in steel, which is the critical component in all strut and hanger-related products. These tariffs have been implemented to protect domestic industries, but they have also affected upward pressure on prices across the supply chain.

Price Increases from Domestic Steel Mills:

Domestic steel mills' costs are systemically rising and consequently so are their prices. We anticipate that these system-wide price increases will have both an immediate and longer-term impact on steel products.

Impact on Strut Products Pricing:

Effective March 21, 2025, all Gregory Strut products will be increased in a range between 10 & 18%. Also, depending upon anticipated additional steel mill increases and additional or sustained tariffs, it is possible more increases could be forthcoming in April/May/June.

We understand how challenging price increases are, and Gregory is doing everything possible to navigate this challenging market. Our commitment remains to provide you with superior service on the best products at the best possible prices.

Thank you for your understanding and ongoing support. We will keep you informed of any changes as the situation develops.

Bob Porter