TRESKA METALS

Welcome to Treska Metals

2027

Metals Sales, Sourcing & Advisory

An introductory packet.

How I operate, answers to common questions, the two intake forms, and the finder's fee agreement.

INTRODUCTION

How I Operate

I am Julie Treska. I have spent nearly thirty years in sales, the last seventeen of them in metals, learning where material sits, who needs it, and how to move it when the usual channels come up short.

Treska Metals is built around one simple role. I am a finder. When a company has aged or excess inventory it needs to move, I find the buyer. When a company needs a hard-to-find spec, fast, I find the source. I make the introduction, and the two companies deal directly on their own price and terms.

I do not take title. I do not hold inventory. I am never in the middle of your transaction, and there is no markup hidden in a spread. You always know exactly what the other side pays and exactly what you pay me. That clarity is the point. It is how trust gets built, and trust is the whole business.

What follows tells you how I work, in plain terms. Read the questions, look at the forms, and when you are ready, send me what you have. I will take it from there.

COMMON QUESTIONS

How I Work

Common questions about Treska Metals, and straight answers.

THE BASICS

Are you a broker?

No, and that is deliberate. I am a finder. I do not take title, I do not hold inventory, and I am never in the middle of your transaction. I find the match, I make the introduction, and the two companies deal directly on their own terms and pricing.

How do you get paid?

A success fee, agreed up front, paid by the side I am working for, and due only once a purchase order is placed. No deal, no fee.

Engagement	Fee
Sourcing, purchase orders up to $100,000	**3% of the purchase order**
Sourcing, purchase orders over $100,000	**2% of the purchase order**
Rush, emergency (AOG) or specialty alloy requests	**5% of the purchase order**
Moving aged or excess inventory	**5% of the purchase order**
Minimum fee, all engagements	**$500**

Who pays you?

The side I am working for. On a move, that is the seller. On a sourcing request, that is the buyer. We settle who pays before any introduction is made.

Is there any cost to list material or to ask me to source something?

No, not for a standard request. You pay only if an introduction I make leads to a purchase order. For a rush or unusually heavy search, I may ask for a $250 search fee up front, agreed before I start. If a deal closes, the full $250 comes off my fee.

Do you post my request anywhere?

Yes, at no extra cost. Along with going to my network of mills, service centers and distributors directly, I post your request to my LinkedIn network. Your company name and your numbers stay off the post. Only the material, spec and quantity are shared.

Do you mark up the material?

No. There is no markup buried in a spread because I am never in the transaction. You see exactly what the other company pays and exactly what you pay me.

What metals and industries do you cover?

Aerospace and industrial metals. Aluminum, titanium, nickel alloys, stainless, carbon and tool steels, in plate, sheet, bar, tube, forgings, and more. If it is a hard-to-find spec or a lot that needs to move, it is in my lane. If I am not the right person for a given request, I will tell you.

Do you represent both sides of the same deal?

No. On any given item I work for one side, the side that engages me and pays the fee. The other party is the introduction, not my client. Everyone knows who I am working for before an introduction is made.

Will you keep my information confidential?

Yes. I do not broadcast your company name or your numbers. On a listing, a buyer sees your material and your asking price and nothing else. Your floor price stays between us. I share only what is needed to make a match, and nothing more.

Advisory Services

Some projects need more than a single introduction. For those, I offer paid advisory work, separate from the finder's fee. You can use either one, or both.

Service	What you get	Fee
Hourly advisory	Market and pricing checks, supplier vetting, a second opinion on a quote	**$225 an hour, 2-hour minimum**
Sourcing assessment	A written review of a project's metals needs, risks, lead times and where to buy	**$7,500 to $15,000 fixed, quoted per project**
Monthly retainer	Ongoing market updates and priority sourcing help	**From $1,500 a month**

Advisory fees are agreed in writing before work begins.

Fees and Terms

Why is the fee on the purchase order instead of gross profit?

Because I am a finder, not a broker. I do not take title and I never touch your pricing, so my fee cannot be tied to your margin without putting me inside your numbers, which is not my place. A small percent of the purchase order is clean and predictable, and it stays in your control because you know your cost and your price before you ever list anything with me.

Why are rush, specialty and inventory moves priced higher?

Because they take the most work and save you the most. A rush or AOG request goes to the front of the line. A specialty alloy can take dozens of calls to find. Moving aged or excess inventory turns material that is sitting and costing you money into cash. Large sourcing orders over $100,000 drop to 2%.

Is there a minimum fee?

Yes, $500 on every engagement. The floor is there for small but hard-to-find items, where the dollar value is low but the work to track it down is high. On a $1,000 item that is difficult to find, 3% would be thirty dollars, which does not cover the hunt. You always know both numbers going in.

Do I pay you every time I work with you?

Yes. Every time you engage me to find something or move something, and I do it, a fee applies to the purchase order that comes from it. Your first request and your tenth are treated the same, even when the match is a company I introduced you to before.

What about reorders?

When you keep buying from or selling to a company I introduced, without asking me to find anything new, my fee applies to those reorders for 12 months from the date of my introduction. After 12 months, reorders are yours, with no fee.

How do you know when a purchase order is placed?

You tell me. Within 5 business days of issuing or receiving a purchase order that comes from my introduction, send me a copy. It keeps the record clean for both of us, and my invoice matches the purchase order exactly.

What happens if an order has problems after the purchase order is issued?

My fee is earned when the purchase order is issued from an introduction I made. What happens after that, including material questions, delivery, payment, or how the two companies conduct business, is between the two parties. I am not in the transaction and cannot be responsible for either side's performance. I work only with people I know and trust, but I cannot guarantee what happens after the purchase order, and my fee is not tied to it.

How long does our agreement last?

There is no fixed term and no automatic renewal. Either of us can end the arrangement in writing at any time. My fee still applies to purchase orders, and reorders within 12 months, from introductions I made before it ended.

What if I already have a relationship with someone you connect me to?

Then there is no fee, as long as you can document an active prior relationship, such as purchase orders or invoices dated before the introduction. Knowing of a company is not the same as already doing business with it. This does not apply to a company I introduced you to in the first place.

What does “affiliate” mean in the agreement?

Any entity that controls, is controlled by, or is under common control with you. In plain terms, parent companies, subsidiaries, and sister companies under the same ownership. It is in the agreement so the same deal cannot simply be routed through a related entity to sidestep an introduction.

Why do you ask about price if you do not set it or mark it up?

Two reasons, and neither one touches your margin. First, price tells me whether the deal is realistic. If something is priced where the market will never touch it, I am not going to waste your time or mine. Second, on material you are moving, your asking price is what I show buyers as the opener, while your floor price stays confidential, just for me, so I know whether there is any room before I bring someone to the table. If a buyer wants to negotiate, that happens directly between the two of you.

THE PROCESS

Working Together

What happens after I send you a form?

I review it and confirm anything unclear with you. We sign the finder's fee agreement. Then I go to work, putting your request in front of the right people in my network. When I have a match, I introduce you directly. From there, pricing, terms, and diligence are between you and the other company.

How fast do you move?

As fast as the request needs. Flag a rush or an AOG situation and it goes to the front of the line.

IF YOU ARE MOVING AGED OR EXCESS INVENTORY

How does it work?

You give me the details on a short listing form, including your asking price. I put your material and your price in front of the right buyers. If a buyer is interested, I introduce you directly and the two of you handle any negotiation from there. The asking price is yours. I present it. If I cannot find a buyer, there is no fee, and you have risked nothing.

IF YOU ARE SOURCING MATERIAL

What if I need something hard to find, or need it fast?

That is the core of what I do. You tell me the spec, the quantity, the certs and origin requirements, and how fast you need it. I work my network to find the source your own channels came up empty on, and I connect you directly.

Can you guarantee the material?

No, and I am upfront about that. I make the introduction. All diligence, certs, quality, and terms are between you and the supplier. I am not a party to the transaction and I make no representations about the material.

GETTING STARTED

How do I begin?

Pick the form that fits. If you are moving material, use the Material Listing form. If you are sourcing material, use the Sourcing Request form. Fill in what you can, send it to julie@treskametals.com, and I will take it from there. If you have questions first, email is the best way to reach me. Once we are working together, I will send you fillable Excel versions with built-in dropdowns, which is how most of the industry prefers to work.

Treska Metals LLC is a finder and introducer. We do not take title to material, set or negotiate price, or act as a party to any transaction.

FORM ONE · BUY SIDE

Sourcing Request

For material you are trying to find. The more specific the spec and constraints, the faster the match. Flag the need-by date and urgency so rush requests get worked first. Treska Metals presents matches; you and the supplier transact directly.

COMPANY	CONTACT NAME
EMAIL / PHONE	DATE SUBMITTED

ITEM 1

METAL / ALLOY	GRADE / SPEC	FORM
SIZE / DIMENSIONS	QUANTITY NEEDED	NEED-BY DATE
URGENCY (STANDARD, RUSH, AOG)	CERTS REQUIRED	IMPORT OK?
DFARS / DOMESTIC REQUIRED?	DELIVERY LOCATION	END USE / NOTES

ITEM 2

METAL / ALLOY	GRADE / SPEC	FORM
SIZE / DIMENSIONS	QUANTITY NEEDED	NEED-BY DATE
URGENCY (STANDARD, RUSH, AOG)	CERTS REQUIRED	IMPORT OK?
DFARS / DOMESTIC REQUIRED?	DELIVERY LOCATION	END USE / NOTES

Need more lines? Copy an item block or note additional items in an email. Send completed forms to julie@treskametals.com.

FORM TWO · SELL SIDE

Material Listing

For aged or excess inventory you would like to move. Enter your asking price; this is the opening number buyers see. The confidential floor price is for Treska Metals only and is never shown to buyers. I ask for price only to confirm the item can realistically move and to know whether there is any room; I never take a cut of it. Negotiation, if any, happens directly between you and the buyer once introduced.

COMPANY	CONTACT NAME
EMAIL / PHONE	DATE SUBMITTED

ITEM 1

METAL / ALLOY	GRADE	FORM
SIZE / DIMENSIONS	QUANTITY	CONDITION / AGE
CERTS / TRACEABILITY	LOCATION	ASKING PRICE
UNIT	FLOOR PRICE (CONFIDENTIAL, TRESKA METALS ONLY)	

ITEM 2

METAL / ALLOY	GRADE	FORM
SIZE / DIMENSIONS	QUANTITY	CONDITION / AGE
CERTS / TRACEABILITY	LOCATION	ASKING PRICE
UNIT	FLOOR PRICE (CONFIDENTIAL, TRESKA METALS ONLY)	

Need more lines? Copy an item block or note additional items in an email. Send completed forms to julie@treskametals.com. The asking price shown is provided by the seller.

Finder's Fee Agreement

This agreement applies to both engagement types: sourcing material you wish to acquire, and moving material you wish to sell. Each request is its own engagement.

This Finder's Fee Agreement (the "Agreement") is entered into as of _____ (the "Effective Date") by and between Treska Metals LLC, a New York limited liability company ("Finder"), and _____ ("Client").

1. Role of Finder

Finder is engaged solely to identify and introduce Client to one or more third parties who may have an interest in (a) purchasing or otherwise acquiring metals material that Client wishes to sell or move, or (b) supplying metals material that Client wishes to source or acquire (each, a "Prospective Counterparty"). Finder acts only as a finder and introducer. Finder is not a broker, dealer, agent, or representative of Client, does not take title to or possession of any material, does not negotiate or set price or terms, and is not a party to any transaction that may result from an introduction.

2. No Authority to Bind

Finder has no authority to negotiate, accept, or execute any agreement on behalf of Client, and shall make no representations or warranties regarding any material, its quality, condition, specification, or fitness, or regarding any Prospective Counterparty. All negotiations, pricing, terms, diligence, and contracting are solely between Client and the Prospective Counterparty.

3. Finder's Fee

For each purchase order that results from an introduction made by Finder under this Agreement, Client shall pay Finder a fee (the "Fee") equal to the following percentage of the total purchase order value, or five hundred dollars ($500.00), whichever is greater: (a) sourcing engagements: three percent (3%) of a purchase order up to $100,000, and two percent (2%) of a purchase order over $100,000; (b) rush, emergency (AOG), or specialty alloy sourcing engagements, as identified in writing before Finder begins work: five percent (5%); (c) listing engagements to sell or move aged or excess material: five percent (5%). The Fee is paid by Client, the party that has engaged Finder. On a listing engagement, Client is the seller of the material. On a sourcing engagement, Client is the buyer. The party responsible for the Fee is confirmed before any introduction is made.

4. Each Engagement; When the Fee Is Earned

Each request Client sends to Finder is a separate engagement. A Fee is earned on each purchase order that results from an engagement, including when Finder connects Client again with a Prospective Counterparty that Finder introduced under an earlier engagement. The Fee is earned and payable when a purchase order is issued, or a sales contract is executed, for material between Client and a Prospective Counterparty introduced by Finder. Client shall pay the Fee within fifteen (15) days after the purchase order is issued.

5. Reorders

A Fee also applies to any additional purchase order between Client and a Prospective Counterparty that Finder introduced, placed within twelve (12) months after the date of that introduction, whether or not Client engages

Finder again. After twelve (12) months, no Fee is due on reorders that Client places without engaging Finder.

6. Notice of Purchase Orders

Client shall send Finder a copy of each purchase order or sales contract covered by Sections 4 and 5 within five (5) business days after it is issued or executed.

7. Search Fee

For a rush or unusually extensive search, Finder may require a search fee of two hundred fifty dollars ($250.00), agreed in writing before Finder begins work. If a purchase order results from that engagement, the search fee is credited in full against the Fee. Otherwise it is non-refundable.

8. Pre-Existing Relationships

No Fee is due on a Prospective Counterparty with whom Client can demonstrate, by written documentation dated before the introduction (such as prior purchase orders or invoices), an active pre-existing business relationship for metals material, whether as a supplier from whom Client already purchases or a customer to whom Client already sells. General awareness of, or acquaintance with, a Prospective Counterparty, without documented prior transactions, does not qualify. This exception does not apply to any Prospective Counterparty that Finder previously introduced to Client.

9. Record of Introductions

An introduction is established by a writing (including email) from Finder to Client identifying the Prospective Counterparty, or by Client's acknowledgment of the introduction. The parties intend that a simple written record of each introduction and its date will govern whether the Fee applies.

10. Non-Circumvention; Definition of Affiliate

Client agrees that it will not, directly or indirectly, attempt to avoid payment of a Fee that is due by routing a purchase order resulting from Finder's introduction through a third party, Affiliate, or restructured arrangement designed to circumvent this Agreement. For purposes of this Agreement, “Affiliate” means any entity that controls, is controlled by, or is under common control with Client, including its parent companies, subsidiaries, and entities under common ownership.

11. Expenses

Finder is responsible for its own costs of performing under this Agreement. No expenses are reimbursable unless agreed in writing in advance.

12. Independent Contractor

Finder is an independent contractor. Nothing in this Agreement creates a partnership, joint venture, employment, or agency relationship between the parties.

13. Term and Termination

Either party may terminate this Agreement at any time upon written notice. Client is not committed to any minimum volume, duration, or renewal. Termination does not affect Finder's right to a Fee on a purchase order that results from an introduction Finder made before termination, including reorders within the twelve (12) month period in Section 5.

14. Limitation of Liability

Finder shall have no liability arising out of any transaction between Client and a Prospective Counterparty, including with respect to material quality, delivery, payment, or performance. Client's sole obligation to Finder is payment of the Fee and any agreed search fee when earned.

15. Governing Law

This Agreement is governed by the laws of the State of New York, without regard to its conflict of laws principles.

16. Entire Agreement

This Agreement is the entire agreement between the parties regarding its subject matter and may be amended only in a writing signed by both parties.

AGREED AND ACCEPTED

TRESKA METALS LLC · By: Julie Treska, Member	CLIENT · By
Date	Name / Title
	Company · Date

This is a working template provided for convenience and is not legal advice. Have it reviewed by your attorney before use.



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