



August 2, 2021

**To: Our Valued Customers,
Re: September Price Increase Announcement**

First and foremost, thank you for continuing to partner with us through these challenging times. As we continue through summer, we are still seeing increases from our steel mills. We have now had 50 straight weeks of price increases. Due to this, Phillips Manufacturing will be raising all of our steel related products by a minimum of 10%, effective on all orders shipping on or after September 1st, 2021.

In addition, our raw vinyl costs have increased, so we will also be increasing our vinyl products by a minimum of 10% in September.

We will continue to allocate steel orders based on availability and historical purchases you have made in the past from Phillips.

As always, we are grateful for your continued business and support, and look forward to supporting your business.

Please contact your Phillips Inside or Outside Sales Representative for updated pricing.

Sincerely,

***Eliseo Carlos
Executive Vice President of Sales
Phillips Manufacturing, Company***