



March 6, 2023

To: Our Valued Customers

Re: April Price Increase Announcement

Due to the continued rise in steel costs, Phillips Manufacturing will implement a price increase of up to 10% on all steel products for all markets effective on orders shipping on or after April 3, 2023. We will continue to honor all valid signed job quotes with the appropriate escalators.

As always, we are grateful for your continued business and support.

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

Sincerely,

Eliseo Carlos
Executive Vice President of Sales
Phillips Manufacturing Company

A handwritten signature in black ink that reads "Kyle Kubat". The signature is written in a cursive, flowing style.

Kyle Kubat
Vice President Sales and Marketing
Phillips Manufacturing

We appreciate your business! Thank you from the Phillips team.