



March 7, 2025

To: Our Valued Customers

Re: April 7th Price Increase Announcement

Due to the reinstatement of steel tariffs under Section 232 and likely additional increases to follow as well as increases from the steel mills, Phillips Manufacturing will implement a price increase of 10% on all steel products for all markets effective on orders shipping on or after April 7, 2025. Please keep in mind that invoice pricing is determined at the time of shipment.

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

Vice President of Sales

Phillips Manufacturing Company

