



December 4, 2020

To: Our Valued Customers

Re: January Price Increase Announcement

Effective for orders shipped on or after January 4th, 2021 the price of all Phillips Steel products will be increased by a minimum of 10%. The steel mills continue to increase prices and are running into supply issues due to the overall strength of the economy. Coupled with continued mill increases, freight and labor increases we must pass along these adjustments.

All Phillips Vinyl prices will also increase 10% on January 4th, due to supply shortages and freight and labor increases.

Your Phillips sales representative will have new pricing for you before January 4th, if you have any questions, please contact your Phillips Inside or Outside Sales Representative.

Sincerely,

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