



**March 26, 2021**

**To: Our Valued Customers**

**Re: April Price Increase Announcement**

Effective for orders shipped on or after April 19<sup>th</sup>, the price of all Phillips Steel products will be increased by a minimum of 10%. On May 17<sup>th</sup> we will have another increase of a minimum of 10% on steel products as well.

Domestic and foreign mills continue to take advantage of their position in the market by increasing prices at rates that are unseen. Mills are limiting tons and pricing orders at time of shipment. We will continue to communicate with our customers as best and openly as we possibly can during this evolving and challenging situation.

Your Phillips sales representative will have new pricing for you before April 19<sup>th</sup>, 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

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