



**February 15, 2021**

**To: Our Valued Customers**

**Re: March Price Increase Announcement**

Effective for orders shipped on or after March 15<sup>th</sup>, the price of all Phillips Steel products will be increased. Domestic and foreign mills continue to take advantage of their position and are increasing cost to levels that are unmatched to any increases that we have seen in the 65 history of Phillips Manufacturing. We will continue to communicate with our customers as best and openly as we possibly can during this evolving situation.

Your Phillips sales representative will have new pricing for you before March 15<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

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**Our mailing address is:**

4949 S 30th St.

Omaha, NE 68107