



# PHD Manufacturing, Inc.

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May 28<sup>th</sup>, 2021

**To: All Valued PHD Manufacturing, Inc. Customers and Manufacturer's Representatives**

**RE: Price Increase June 21st, 2021**

As the market continues to be challenged with demand outpacing supply, raw material cost increases continue to filter through the supply chain. As well, we have continued to experience additional cost impacts associated with challenges in logistics and labor. With such, we must announce another price increase Effective June 21<sup>st</sup>, 2021.

<u>Product Line</u>	<u>Average Increase</u>
Metal Framing Strut/Channel	20-25%
Pipe Hangers & Supports / Strut Accessories	10-15%
Seismic and Fire Protection	10-15%

Please consult with the factory or local rep for any quotations that expire prior to the June 21<sup>st</sup> effective date.

The increase will be applied to all standard pricing agreements. As we work towards this effective date, we will continue to evaluate individual project quotations and may account for the increase in our offering based on current availability and lead times.

Regarding Strut/Channel, PHD Manufacturing, Inc. reserves the right to limit order quantities based on historical purchasing data. Due to the current variety of delays and shortages we continue to navigate, we will be monitoring and evaluating all incoming volume purchases of strut/channel. Due to the significant impact in lead times, we may begin pricing and confirming purchase orders with pricing in advance of the June 21<sup>st</sup> increase.

We understand the challenges that the current pricing atmosphere creates throughout distribution and appreciate everyone's patience and understanding as we continue to navigate these unprecedented market conditions.

We will attempt to make necessary commitments regarding lead times and will do everything within our control to honor such commitments. However, we do anticipate continuing to have a variety of revisions to ship dates as supply disruptions and shortages continue to challenge our schedule and forecasting. As lead times continue to stretch out, it creates a larger window for change and disruption that can negatively impact lead times.

As well, logistics continue to be challenged and truck availability limited, which continues to impact both inbound and outbound shipments. Please understand that such lead times are truly estimates at this time and we are unable to make any such guarantees given the variety of uncontrollable circumstances within the supply chain.

Please contact the factory or your local sales rep if you have any further questions.

*Kyle Hartford*

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*The Complete Line of Pipe Supports and Devices*

Pipe Hangers ▲ Strut & Accessories ▲ Pipe Clamps ▲ Beam Clamps ▲ Shields