



PHD Manufacturing, Inc.

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September 1st, 2021

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

RE: Price Increase September 13th, 2021

We have continued to navigate the variety of raw material increases and challenges associated with various supply chain disruptions. Given the impacts associated with raw material increases, alternate sourcing, labor shortages and logistical challenges, we will be implementing the following increases effective September 13th, 2021.

<u>Product Line</u>	<u>Average Increase</u>
Metal Framing Strut/Channel	5-10%
Pipe Hangers & Supports / Strut Accessories	8-15%
Seismic and Fire Protection	8-15%

Please consult with the factory or local rep for any quotations that expire prior to the September 13th, 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 September 13th 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.

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

Kyle Hartford

Kyle Hartford
National Sales Manager
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The Complete Line of Pipe Supports and Devices

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