



March 18, 2026

To our valued partners,

The steel industry continues to experience rising raw material costs due to supplier issues, increasing domestic demand, and continued pressures from tariffs. In the last several weeks, Central States has absorbed increased pricing on steel, paint, and hardware items. Despite ongoing efforts to manage these impacts, these conditions necessitate another pricing adjustment effective **April 20, 2026.**

Your Territory Sales Manager will have your **price pages ready by March 27, 2026**, and be available to review your specific pricing and answer any questions you may have at that time. We remain committed to providing reliable supply, consistent service, and long-term partnership.

As you plan your Q2 orders, please note orders must be processed by **April 17, 2026, at 1:00 PM** for pre-increase pricing to be honored. Additionally, all orders placed at current pricing must be delivered and invoiced by **April 27, 2026**. Any orders not delivered by that date will be invoiced at the updated pricing.

We are committed to working with our customers to get orders processed quickly and efficiently. With this price adjustment in mind, please plan ahead and submit your orders as early as possible to ensure they are completed and can be delivered before the deadlines. Stay in communication with your Central States sales representative to discuss any large projects or jobs you are concerned about fitting in before the deadlines.

Thank you again for your continued business and trust as we stay committed to helping your businesses win in your local markets.

Dan Pratt

Vice President of Sales

Central States Manufacturing, Inc.