

December 19, 2025

To our valued partners,

As we prepare to close out 2025, the unique challenges, changes, and successes of this year have reinforced the strength of our longstanding partnership. We sincerely appreciate your continued trust and collaboration and look forward to a year of growth and stability in 2026.

In that spirit of partnership, Central States has experienced sustained increases in raw material costs over recent months, driven by continued pressure across key inputs like zinc and aluminum followed by renewed pressure on domestic steel supply. Despite ongoing efforts to manage these impacts, these conditions necessitate a pricing adjustment effective **February 9, 2026**.

Your Sales Manager will have your **price pages ready by January 12** 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 Q1 orders, please note orders must be processed by **February 6, 2026 at 1:00 PM** for current pricing to be honored.

Additionally, all orders placed at current pricing must be delivered and invoiced by **March 2, 2026**. Any orders not delivered by that date will be invoiced at the updated pricing.

Thank you again for your continued business and trust.

Dan Pratt  
Vice President of Sales  
Central States Manufacturing, Inc.