

Did You Know?

With asphalt shingles increasing in price, metal is an even better roofing option.

A Life Cycle Cost Comparison Example

METAL PANELS vs. ASPHALT SHINGLES

	Warranty	Metal Roof Low Rib 40 years	Asphalt Shingle 30 years	DIFFERENCE 10 years
Year 1				
Product Cost Per Square		\$64.65	\$81.00	
Installation Cost Per Square		\$35.00	\$30.00	
Total Cost Per Square		\$99.65	\$111.00	
Total Squares of Roof		43	43	
Total Cost of Roof		\$4,284.95	\$4,773.00	(\$488.05)
Year 20				
Product Cost Per Square			\$81.00	
Re-roof Installation Cost Per Square	On Average, No Maintenance Required		\$30.00	
Total Cost Per Square			\$111.00	
Total Squares of Roof			43	
Total Cost of Roof			\$4,773.00	
Adjusted for 3% inflation annually			\$8,620.57	(\$8,620.57)
Year 40				
Product Cost Per Square			\$81.00	
Re-roof Installation Cost Per Square	On Average, No Maintenance Required		\$30.00	
Total Cost Per Square			\$111.00	
Total Squares of Roof			43	
Total Cost of Roof			\$4,773.00	
Adjusted for 3% inflation annually			\$13,430.24	(\$13,430.24)
Total Costs Over 40 Years		\$4,284.95	\$26,823.81	(\$22,538.86)

*Product and installation costs from distributor in Hot Springs, AR

Other Benefits of Metal Roofing:

- Durable
- Fire resistant
- Quick installation
- Light weight
- Low maintenance
- Environmentally friendly
- Cost effective
- Tax credits available
- Energy efficient

SHARE THIS INFORMATION WITH YOUR CUSTOMERS TO HELP THEM MAKE A BETTER ROOFING SELECTION DECISION.

INTERESTED IN MAKING ESTIMATING ROOFS EASIER?

Join us for a FREE Webinar on the Roofing Manager estimating system to find out how.

This FREE webinar is being sponsored by Central States Manufacturing, Inc., for the benefit of building materials builder and contractor customers. During this 30 minute session, you will learn just how easy it is to produce an accurate bill of materials, layout detail for each roof section, along with section drawings with cut lengths.

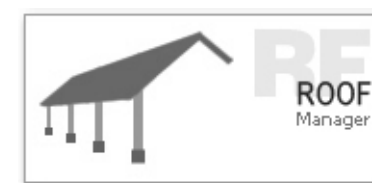
In 10 minutes, can you estimate down to the last fastener, the labor, the local taxes, EVERYTHING, and produce all your drawings? If the answer is no, YOU ARE WASTING YOUR TIME. Roofing Manager saves you time -- and money.

For all of its sophisticated capabilities, Roofing Manager is very easy to use. Never again will you turn to pencil and graph paper to figure any metal roof take-off.

Please join us for this informative webcast conducted by Tom Knight of BizPortz. Central States Manufacturing is proud to bring Roofing Manager to our customers, and we look forward to sharing it with you. To register, go to www3.gotomeeting.com/register/143324606.

We look forward to speaking with you on Wednesday, June 22, at 9 a.m. central.

This just may be the best 30 minute investment of your time you will make this year!



Space is limited, so reserve your seat today.

FREE Webinar

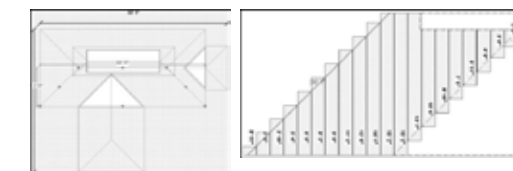
Title: Estimating Metal Roofs Made Easy!

Date: Wednesday, June 22, 2011

Time: 9 to 9:30 a.m. CDT

To Register: www3.gotomeeting.com/register/143324606

After registering, you will receive a confirmation email containing information about how to join the webinar.



A Message From Our President...

Central States Employee Owners would like to express our concern and lift up prayers for those who have been recently affected by the floods and tornadoes. This is a tragic time in the lives of so many.

We are very fortunate and blessed to have you as customers and partners. It appears steel price increases have slowed down for now. In recent years, our market has been ever-changing. As long as we continue to communicate and work together through these changes, we can make the best out of any situation in the market.

Through Customer Surveys and Customer Focus Groups, we continue to seek your feedback in how we can improve our service. We are committed to challenging ourselves to improve our ability to be "Right, On Time, Every Time."

As always, thank you for your business and we look forward to serving you in the future.

-Donna Leger

CREDIT POLICY UPDATE

The credit department has recently updated the Central States Manufacturing, Inc. corporate credit policy. As part of this update we will be in the process of requesting updated credit applications from all active customers. The policy requires that we obtain updated credit information every three years.

This change is just a standard operating process. The credit policy determines how credit limit and terms are evaluated and when accounts will go on credit hold. If there are any questions about this policy or update, please contact the Corporate Credit Manager, Amber Tallmadge at 1-800-356-2733 EXT 3129.