

Thanks for
doing business
with us at



CENTRAL STATES
MANUFACTURING, INC.
METAL BUILDING COMPONENTS

www.centralstatesmfg.com

Lowell, AR
800-356-2733

Michigan City, IN
800-638-2565

Cedar Hill, TX
800-210-8305

Jasper, AL
866-270-6608

Mount Airy, NC
877-813-2111

Metal 101 - What Kind of Warranty Does the Metal Have?

And who is standing behind it?

Many metal manufacturers who use imported steel are not able to warranty their coated steel. Central States has been in business for over 20 years and is going strong. We stand behind each of our warranties:

- 40 year paint adhesion warranty
- 25 year Galvalume® substrate warranty

METALCON

METALCON International is the one event that helps you pioneer new frontiers in the metal industry. Its focus is on innovation. Its message is the application of metal in roofing, commercial, industrial, institutional and municipal construction.

Who should attend? Metal building, residential and roofing contractors, architects, engineers, developers, facility managers, fabricators, and building owners.

This year's event will be held October 11-13, 2011, at the Georgia World Congress Center in Atlanta, GA. Make plans to attend and to stop by our booth to see what's new.

If you would be interested in attending, please call your salesperson to see how you can get Trade Show admission (\$60 value) for FREE, compliments of Central States.

METALCON
INTERNATIONAL

Please send all newsletter feedback/suggestions to info@centralstatesmfg.com

CENTRAL STATES
MANUFACTURING, INC.
302 Jane Place
Lowell, AR 72745

INSIDER

Useful Information Delivered Exclusively to Our Customers


CENTRAL STATES
MANUFACTURING, INC.
METAL BUILDING COMPONENTS

Location Specific News for Cedar Hill, TX



New Hires

Cedar Hill has added some new faces to its work force and is happy to announce the following additions:

Jose Carerra, Purlins, is from Mexico originally, but moved here from Dallas, Texas. He's been with the company for three months and lives a hard-working but calm life.

Jose Torres, Panels, is from Dallas. He's married with a son and two daughters. he loves to watch UFC.

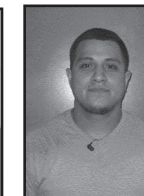
David Zapata is from Ennis and is married with three daughters. He loves to cook.

29 Gauge Trim

We now carry 29 gauge SMP trim colors to serve our Light Gauge customers. Please call your sales representative for more information.



Jose Carerra



Jose Torres



Congratulations, Award Winning Construction!

They are the winner of our email address contest. They receive a \$250 credit toward their next purchase from Central States.

Please continue to provide us with your email address. Special information will soon be available exclusively to our customers with email addresses on file.

MEET YOUR DRIVER

Johnny Johnson, who covers the Central and Northeast Texas delivery areas, has been a Central States driver for 8 years -- all accident free. Johnny's favorite parts of his job are the customers and seeing more of Texas. His least favorite parts are snow and rain.

When he's not working, he likes to fish and do yard work. He also enjoys seafood and the Dallas Cowboys.

Johnny's funniest memory is when he had one of Central States' vice presidents in his truck. It was 5 a.m., and thunder and lightning were all around. He turned on the radio and heard that they were in the middle of a tornado. "You should have seen his face," said Johnny. "I picked up speed."

All was well after that experience, and Johnny sums up his life with three words: respectful, thankful and peaceful.



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A quarterly
newsletter created by the
employee owners
at Central States
Manufacturing
to provide information,
insights and ideas to help
build your business.

Volume X, 3rd Quarter
2011

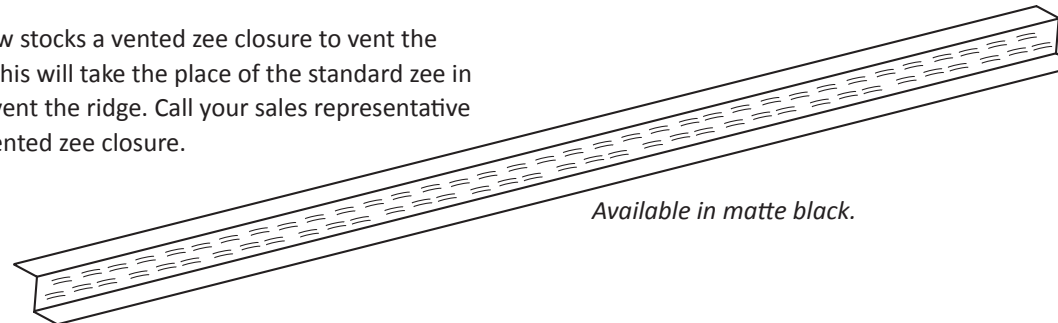
Sell Your Customers on the Benefits of Metal Roofing With www.roofcalc.com



One of the biggest benefits to metal roofing is the energy savings that the homeowner experiences. This handy calculator tool helps quantify these savings for your customers if they upgrade to cool metal roofing. Simply go to the website, answer the questions about the building, and get an actual savings estimate = \$ that stay in your customers' pockets. Available for both residential and commercial.

VENTED ZEE CLOSURE NOW AVAILABLE FOR HORIZON-LOC

Central States Manufacturing now stocks a vented zee closure to vent the ridge cap on Horizon-Loc roofs. This will take the place of the standard zee in applications where you want to vent the ridge. Call your sales representative today to learn more about the vented zee closure.



Available in matte black.

Steel Mill/Supplier Prices Going Up

In the past few weeks, the majority of steel mills in the U.S. announced price increases. High raw material costs, improving demand, and low inventory availability were the most consistent reasons cited for the increase announcements. We have also received notification that our paint suppliers are raising prices as soon as October.

While the final impact to our costs is unknown, we feel it necessary to communicate the pricing pressures that we are receiving in order for you to successfully plan your late fall quotes. While we are always vigilant in keeping our costs as low as possible, our suppliers have been persistent in passing higher commodity costs directly to our material costs. We will communicate more regarding percentages and a timeline as details become clearer.

Sign up for quick access.

Email communications save valuable time and money. Please give us your email address so you can receive important information like pricing notifications, newsletters and more via email, please call your sales representative today or email it to jbarber@centralstatesmfg.com. Please include your business name and location in the subject line.



DON'T MISS OUT ON THE OPPORTUNITY TO GET YOUR BEST PROJECT NOTICED!

The National Frame Building Association is now accepting entries for the 2011 Building of the Year contest. Any building erected by an NFBA member builder that utilizes post-frame construction in a minimum of 50% of the building structure is eligible for this award.

Go to www.nfba.org to download your entry form for further details and instructions. For more information contact Heather Deja, NFBA Awards Manager, at 847-375-3676 or email her at awards@nfba.org.

Take Advantage of the

POST-FRAME ADVANTAGE

www.postframeadvantage.com

This website is a great resource for communicating the advantages of using post-frame for construction.

Key advantages of post frame include:

- Durability (buildings that last)
- Efficiency (energy and cost efficient)
- Flexibility (customizable design)

The website allows you to access:

- Online education programs
- Case studies and a photo gallery
- Building code conformance information
- Engineering and design guides
- Post-Frame Advantage e-newsletters
- Industry resources and press releases
- Supplier and builder directories

