

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.



Please send all newsletter feedback/suggestions to [info@centralstatesmfg.com](mailto:info@centralstatesmfg.com)

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

**INSIDER**

Useful Information Delivered Exclusively to Our Customers



**Location Specific News for Jasper, AL**



**Speed of Service**  
We're faster than ever in Alabama. We've shortened lead times, which allow many Alabama customers to have next-day turnarounds. Ask your sales representative how this applies to your route exactly.  
Our purlin line in Jasper also speeds up turnaround on your purlin orders. Give us a try on your next project.

**Horizon-Loc Special Available in the 3rd Quarter**  
Horizon-Loc is a durable concealed fastener roof system with easy, snap-together installation. This architectural panel system uses minimally visible fasteners, giving your building a clean, attractive finish. It is ideal for use in residential and light commercial applications.  
If you're installing roofs, consider Horizon-Loc. Our 3rd Quarter Special pricing (\$5 per square discount!) makes it an even better choice. Call your sales representative today to take advantage of this deal on a great product. Quantities are limited, so don't delay.

**Table of Contents:**

- Location Specific News... p. 1
- Roofcalc.com.....p.2
- Vented Zee Closure ..... p. 2
- Steel Mill Update ..... p. 2
- Email Addresses..... p. 2
- Building of the Year.....p. 3
- Post-Frame Advantage...p.3
- Metal 101 ..... p. 4
- METALCON..... p. 4



**Congratulations, Walker Brothers!**



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.

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

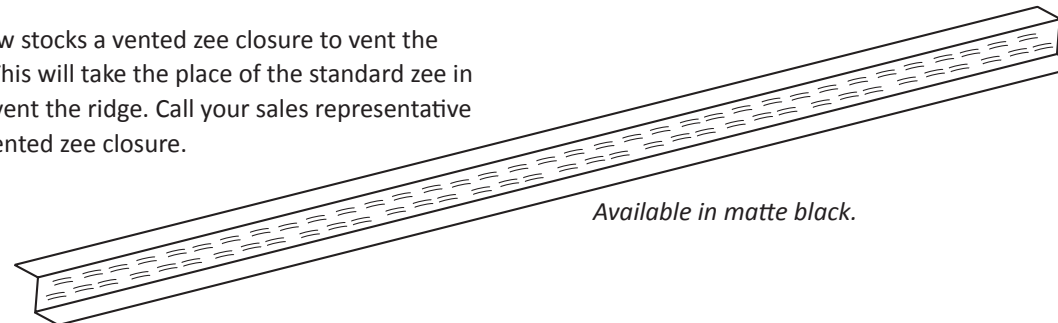
## Sell Your Customers on the Benefits of Metal Roofing With [www.roofcalc.com](http://www.roofcalc.com)



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](mailto: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](http://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](mailto:awards@nfba.org).

Take Advantage of the

## POST-FRAME ADVANTAGE

[www.postframeadvantage.com](http://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

