

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](mailto:info@centralstatesmfg.com)

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



# INSIDER

Useful Information Delivered Exclusively to Our Customers



**CENTRAL STATES**  
MANUFACTURING, INC.  
METAL BUILDING COMPONENTS

## Location Specific News for Michigan City, IN

### Products in Stock

The Michigan City plant is now carrying Retro-Ease. This is a product that is rolled out on top of shingles and allows you to lay metal down directly on top of the retro-ease. This replaces boards when lying directly on top of shingles. It saves the installer time. Please call your sales rep for pricing.



### Promotions

Chip Cable has been promoted to General Manager of Operations. Chip started with Central States in June of 2008. He began as Business Development Manager covering the Indiana territory. Currently Chip is in the role of a Territory Sales Manager covering the area of Missouri, Southern IL, and Iowa. Chip has over 20 plus years experience in manufacturing and 15 of those years were in management/supervision. Chip will be moving to his new position in October and we have hired James Garrison fill Chip's role. Please congratulate Chip as he takes on his new endeavor.



Chip Cable

Stan Pissarski has been promoted to Regional Sales Manager over the Michigan City, IN, Jasper, AL, and Mount Airy, NC facilities. Stan started with Central States in December of 2001 as a Management Trainee. In this position he learned all areas of the company including production, transportation, administration and sales. When he completed his training he became Production Manager. He served in this capacity for 3 years. In February of 2006 Stan was promoted to General Manager of Operations. Over the past 5 years, Stan has made various contributions to the plant by improving our packaging and product quality. Please join me in congratulating Stan in his new responsibilities.



Stan Pissarski

### Thank You to Our Customers

Recently, the Michigan City facility experienced some issues with our phone system which resulted in our phones being down for three days. We would like to thank our customers for being patient and working with us during this time. We are happy to report that we are up and functioning again.

Sincerely,  
Michigan City Employee-Owners

## Congratulations, Yoder's Portable Buildings!



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.

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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

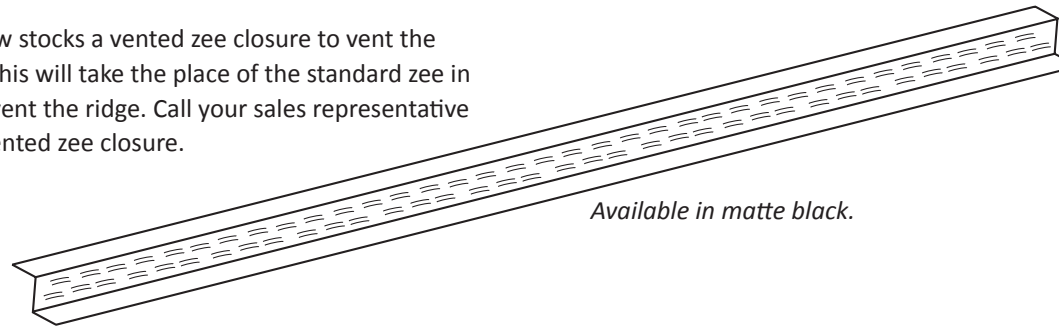
## Sell Your Customers on the Benefits of Metal Roofing With [www.roofcalc.com](http://www.roofcalc.com)



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.



### 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

