



3/9/2021

To Our Valued Customers,

We thank you for your continued trust and loyalty in Central States and we appreciate the opportunity to serve you.

As market demand remains strong and steel mill capacity has tightened, mill prices continue to increase. Over the past months, demand has outpaced the mill's supply and the industry is facing material shortages. We are making every effort to minimize the impact on our overall costs while continuing to provide you with the highest quality products. Of course, we remain committed to customer service and Right, On-Time, Every Time.®

**Keeping with our commitment to provide you with as much notice as possible, we are announcing price increases on all products effective April 5<sup>th</sup>, 2021.**

Orders verified by April 2<sup>nd</sup> 2021 and delivered by April 16<sup>th</sup> 2021 will not be affected. Due to increased demand and limited supply from the mills, orders delivered after April 16<sup>th</sup> will be at the increased price. During this time, mill capacity continues to be limited, and we are reserving inventory to match past usage. This may not be possible in all products. As we continue to assess the increases, we will be sending you specific pricing soon. We are expecting additional increases in the upcoming months. Contracts accepted 120 days or older are subject to price review at time of release for production.

We thank you for your continued trust and loyalty in Central States and we appreciate the opportunity to serve you.

Sincerely,



Adam Haynes  
Vice President of Sales and Marketing