



12/11/23

To Our Valued Customers,

We thank you for your continued trust and loyalty in Central States and we appreciate the opportunity to serve you. Our steel suppliers have recently implemented price increases. 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.®

**We will be implementing price increases on all products effective January 8<sup>th</sup>, 2024.** Orders verified by noon on January 5<sup>th</sup> and delivered by January 19<sup>th</sup> will not be impacted by the price increase. For orders delivered after January 19<sup>th</sup>, increased pricing will be applied. We will be sending you detailed pricing information.

We urge you to manage quotes for future business with possible increases in mind. If you have any questions about this price adjustment, please contact your Central States sales representative. We are committed to ensuring that your pricing remains competitive.

On behalf of all Central States Employee Owners, we appreciate your business and look forward to an outstanding 2024.

Sincerely,



Adam Haynes  
Vice President of Sales