



June 30, 2026

Dear Valued Channel Mfg. Customer,

At Channel, one thing has never changed—our commitment to American manufacturing. I've always believed that if we can manufacture a product in the United States while remaining competitive, we should. That belief continues to shape how we serve our customers and invest in our future.

Today, over 98% of our products; including bun pan racks, utility carts, enclosed cabinets, shelving, platform trucks, and custom products are proudly manufactured in the USA. This commitment allows us to deliver superior quality, industry-leading lead times, exceptional customer service, and the flexibility our customers have come to expect.

Over the past 18 months, we have continued investing in our business, including the successful opening of our Phoenix, Arizona manufacturing facility. This expansion strengthens our ability to better serve customers throughout the western United States by improving service, reducing transit times, and lowering freight costs.

Like many manufacturers, we continue to face inflationary pressures across nearly every aspect of our business. While labor, healthcare, transportation, energy, and other operating expenses have all increased, the single largest driver has been the continued increase in aluminum costs. Since the beginning of 2026, our overall aluminum costs have increased by more than 20%. Looking over the past 18 months, those same costs have risen by more than 60%. Throughout this period, we have absorbed a significant portion of these increases while continuing to invest in our operations, maintain industry-leading lead times, and deliver the quality and service our customers expect.

To continue making these investments, Channel Mfg. will implement a strategic 9% price increase across all product categories, effective August 1, 2026.

Orders received before August 1, 2026, and scheduled for immediate shipment, will continue to be invoiced at current pricing. Orders received on or after August 1, 2026, will be invoiced at the new pricing. Quotes with requested shipping and / or delivery dates after August 1, 2026, should reflect the new pricing.

Every pricing decision we make is carefully considered with our customers and long-term partnerships in mind. This strategic price adjustment will allow us to continue investing in American manufacturing while providing the quality, responsiveness, innovation, and reliability you have come to expect from Channel.

Thank you for your continued trust, partnership, and confidence in Channel Mfg. We sincerely appreciate your business and look forward to serving you for many years to come.

Respectfully,

John Ebenroth
President

Channel Mfg.

Proudly Made in America

UPDATED website: <https://channelmfg.com/>