



February 20, 2018

To: Manufacturers' Representatives & Distributors

Re: US and Canada EPDM Price Increase – Effective April 2, 2018

The increasing pace of inflation that is in the news almost every day has now impacted Carlisle's cost to produce EPDM based membranes and accessories as our suppliers have recently implemented increases in the costs of key EPDM raw materials.

These cost increases cannot be deferred or avoided and are sufficiently significant that Carlisle must raise the prices of its EPDM membranes and flashing products and related accessories.

Effective April 2, Carlisle's prices for EPDM membranes, flashings and accessories will be raised 4%. Existing quotes will be honored, however new quotes will reflect this increase.

Thank you for your continued support of Carlisle. Please direct any questions to your Carlisle Regional Sales Manager.

Sincerely,

A handwritten signature in black ink, appearing to read "Stephen F. Schwarz", written in a cursive style.

Stephen F. Schwarz  
Vice President, Sales