



May 11, 2017

To: Authorized Applicators, Manufacturers Representatives & Distributors

Re: Polyisocyanurate Price Increase – Effective July 10, 2017

Over the last two weeks, Carlisle has received notice of significant increases in the costs of key raw materials used in the manufacture of Polyisocyanurate insulation. These raw material cost increases are in addition to those that led to the April 3 Polyisocyanurate price increase and are the result of both increased feedstock costs and supply constraints arising from long term global manufacturing interruptions. Also in short supply is the Coated Glass Facer used to produce the higher performing CGF Polyisocyanurate products; the upcharge for CGF products has not kept pace with the additional cost to produce this premium product.

Accordingly, Carlisle finds it necessary to implement a price increase of 8% on all Polyisocyanurate products effective July 10, 2017 and to increase the premium charged for CGF products to \$.10/sq. foot.

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". The signature is fluid and cursive, written over a white background.

Stephen F. Schwarz  
Vice President, Sales