



November 18, 2022

**To: Carlisle SynTec Systems' Manufacturer's Representatives, Distributors, and Authorized Applicators**

**Re: Material Supply Plan Update – Effective January 1, 2023**

In Q4 of 2021, Carlisle SynTec Systems implemented our Material Supply Plan (MSP) governing 2022 order volumes to provide better predictability, increased transparency, and higher service levels for our contractors and distributors nationwide.

Throughout this year, we have continued to closely monitor the supply and demand dynamics of all governed product categories. Recently we have removed MSP restrictions on numerous products as we have realized more consistent raw material supply and improved product availability and lead times.

With recent additions to our TPO production capacity, and in consideration of planned capacity additions to our Polyiso production footprint, **Carlisle is excited to announce that effective January 1, 2023, all order restrictions will be lifted, and our Material Supply Plan (MSP) will be formally discontinued.**

- There will be no volume restrictions on orders for any Carlisle-produced or standard-stocked product ordered for delivery beyond January 1, 2023.
  - Some third-party vendors have implemented governed supply programs for 2023, which will continue to impact orders placed through Carlisle; please get in touch with your local Carlisle Manufacturer's Representative for the most current lead times.
- Effective immediately, all MSP order windows are removed.
- All orders will be subject to lead times based on product availability at the time of order.
- Lead times will vary by region and plant service area; specific SKU-level availability challenges can be expected as several product supply channels remain constrained.
- Our 72-hour hold on Order Confirmations will continue for the time being. We expect to move back to more normal turnaround times for confirmations in the coming months. Order Confirmations will contain specific delivery dates based on current lead times, not only the confirmed month/year.
- Carlisle's Cancellation Policy, Membrane & ISO Plant Pick-Up Guidelines, and our Freight/Fuel Surcharge will remain in effect until further notice. Please address any concerns with your Regional Sales Manager.

### **Polyiso Insulation Orders, Plates and Fasteners, and Third-Party Vendor Products**

We expect some continued product availability challenges related to coated-glass facer, plates/fasteners, and certain third-party items will remain.

### **Existing Orders in the System**

With the removal of the order window, updating products and product quantities to existing orders is possible with sufficient notice, as long as this falls outside our current cancellation policy window.



## **Moving Forward**

Carlisle will continue to monitor supply and demand dynamics over the coming months and adjust our policies and procedures as the market environment dictates.

We remain in inflationary times. We will be providing additional price guidance in the near future to support you in securing work in the first half of 2023.

The last two years have necessitated the development of new ways to manage our business. While we are certain the future will continue to present new and sometimes unanticipated hurdles, we confidently enter 2023 with a blueprint for successfully managing through these challenges.

We appreciate your continued support of Carlisle SynTec Systems. Please direct questions regarding this announcement to your Carlisle Regional Sales Manager.

Sincerely,

A handwritten signature in black ink, appearing to read "K. Somers".

Kevin Somers  
Director of Sales  
Carlisle SynTec Systems