



January 18, 2019

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

Re: Deficit Freight Increase – Effective February 18, 2019

The cost to move freight in North America continues to rise, this also impacts deficit freight rates. In 2017 & 2018 we incurred significant freight increases and as previously communicated this unfavorable trend will continue in 2019. Nevertheless, the Carlisle SynTec Systems' deficit freight rate that we invoice on less than full truckloads of polyiso insulation has remained at \$35 per vacant bundle spot since 2015.

Accordingly, effective February 18, 2019 the deficit freight rate will increase to \$38 per vacant 4x8 bundle space on less than full truckload quantities of insulation. A truckload of insulation is (24) 4x8 bundles or (48) 4x4 bundles or any combination of the two sizes that fills the truck. These new charges will apply on all shipments from this date regardless of the date of order receipt.

Please direct questions to your Regional Sales Manager or the undersigned.

We appreciate your continued support of Carlisle.

Regards,

A handwritten signature in black ink, appearing to read "Stephen F. Schwarz".

Stephen F. Schwarz
Vice President, Sales