

CARLISLE'S AUTHORIZED APPLICATORS MARKETING ANNOUNCEMENT

ID-2016-04
Warranty Price Change
January 28, 2016

To: Carlisle SynTec Systems' Authorized Applicators

Carlisle SynTec Systems is currently conducting a thorough review of its warranty policies, coverage options, costs, and pricing. An early conclusion of this review is the need to increase the prices on many standard warranty durations.

The current warranty pricing matrix has been in effect for many years, and the associated prices have failed to keep up with the increasing costs of providing a comprehensive warranty offering, including costs for repair labor and the staffing of the warranty department. Additionally, demand has risen dramatically for pre-job and in-progress inspections and for all levels of technical support, such as detail assistance and assembly letters.

Accordingly, the following standard (no enhancements such as hail, high wind speeds, etc.) warranty price structure will go into effect on April 1, 2016. For projects outside of the U.S. or Canada, please consult with your local Carlisle representative.

The warranty price matrix on Carlisle's website will be updated shortly to reflect these new charges. Any projects for which an NOA is submitted prior to April 1, 2016 will be billed at the current price structure. All other warranty applications submitted after March 31, 2016 will be billed at the new rates.

	WARRANTY DURATION IN YEARS					
	5	10	15	20	25	30
\$/sq ft	0.03	0.05	0.08	0.12	0.14	0.17
\$/sq ft with FAT™	0.02	0.04	0.07	0.11	0.13	0.16
Minimum charge	\$225	\$375	\$600	\$900	\$1,050	\$1,275

Further changes in Carlisle's warranty offerings, including an expanded range of warranty pricing and coverage options, will be introduced later this year.

If you have any questions, or for more information, please contact your local manufacturer's representative. Thank you for your continued support of Carlisle.

Sincerely,



Michael J. DuCharme
Director, Product Marketing