

# CARLISLE'S AUTHORIZED APPLICATORS MARKETING ANNOUNCEMENT

**ID-2012-03**

**2012 Warranty Matrix**

**February 3, 2012**

TO: Carlisle Authorized Applicators

Carlisle updated its warranty matrix to include new products added over the past year. The information is compiled in an Excel spreadsheet for easy reference. The first tab in the spreadsheet identifies whether a specific warranty term or option is available for various system and membrane types. The second tab provides pricing information for each warranty option. This updated warranty matrix will go into effect on April 1, 2012.

**Contact your Carlisle manufacturer's representative or distributor for access to the new warranty matrix.**

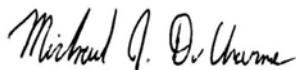
A few additions to the warranty matrix are:

- 30-year Total Systems Warranty options for Sure-Weld TPO, Sure-White EPDM, and Sure-Flex KEE PVC membranes
- 25- and 30-year material-only options
- 10-year warranty extension for EPDM systems

The matrix highlights additional discounts for systems that utilize high-performance products such as SecurShield™ polyisocyanurate insulation and FAT™ seam technology. Both of these technologies offer significant improvements in system performance, permitting reduced warranty charges. Carefully review the matrix if you have adopted FAT for seaming or have used SecurShield to qualify for higher wind speed warranties.

Carlisle has provided this comprehensive matrix to facilitate the pricing of warranties for Carlisle projects. For additional questions related to Carlisle's warranty options or pricing, please contact your local manufacturer's representative or distributor.

Sincerely,



Michael J. DuCharme  
Director – Product Marketing