



October 11, 2019

To: Carlisle Authorized Applicators

Re: US and Canada Price Increase – Effective January 15<sup>th</sup>, 2020

As a result of continued cost increases in health insurance and labor rates, Carlisle finds it necessary to implement a 2% price increase on all products effective January 15<sup>th</sup>, 2020. Existing quotes with expiration dates after January 15<sup>th</sup> will be honored, however all new quotes with expiration dates after January 15<sup>th</sup>, will include this increase. New orders must ship prior to January 15<sup>th</sup> in order to receive current pricing.

In the past few years, CCM has been able to lessen the impact of these cost increases via improved plant efficiencies and company-wide cost savings activities and, will continue to work diligently to do so. However, the cumulative, and ongoing, effect of these increases has now reached the point where it is necessary to implement the price increase described above.

We appreciate your continued support and look forward to a strong 2020 together. Please direct questions regarding this announcement to your Carlisle Sales Representative or Regional Sales Manager.

Sincerely,

A handwritten signature in black ink, appearing to read "Stephen F. Schwar". The signature is fluid and cursive, written over a white background.

Stephen F. Schwar  
Vice President, Single-Ply Sales