



December 6, 2022



# February 2023 Price Increase and Q2 2023 Price Guidance Announcement

## CARLISLE

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### Effective: February 1, 2023

Dear Valued Customer:

Carlisle prepares for 2023 price increase and guidance to provide you with increased visibility into pricing based on presently available information. Market conditions and product specific price rationalization results in the following price structure for Q1 2023.

- Prices for January shipments will be unchanged.
- For shipments on or after February 1, 2023, select product increases will be implemented per the table below and resulting prices will be held for shipments through March 31, 2023.

To provide clarity around Q2 2023 pricing Carlisle has published “not to exceed” price increases in the table below. This should not be misinterpreted as a signal that Carlisle expects a complete return to normal market conditions, nor total balance between market supply and demand, but rather Carlisle recognizes the need for price transparency as Carlisle partner in securing work for the first half of 2023.

All orders will continue to be invoiced at the price that is valid at time of shipment, regardless of the date the order was placed.

Product	Price Adjustment February 1, 2023	Q2 2023 Not to Exceed Increase
045 TPO Membranes	Up to 4%	4%
All Other TPO Membranes	No Change	4%
045 FR NR EPDM Membranes	Up to 5%	5%
All Other EPDM Membranes	No Change	5%
PVC Membranes	No Change	4%
Polyiso Insulation	Up to 3%	5%
Coated Glass Facer (CGF) Upcharge	No Change*	\$0.19/FT2
All Other Products & Accessories	No Change	3%

\*CGF upcharge remains unchanged at \$0.19/FT2



Price pages reflecting these changes will be available from your account manager shortly. Should you have any questions or require further clarification, please do not hesitate to contact your account manager.

Thank you for your continued support and business.

Yours truly,

Convoy Supply Inc.