



August 19, 2022

IKO US Commercial Pricing Announcement TPO/ISO/Accessories

Effective: October 1, 2022

To Our Valued Customers:

ISO/TPO

Due to raw material inflation experienced this year and the uncertainty around future raw material costs, we are announcing a price increase for our Commercial ISO, TPO and accessory products beginning October 1, 2022.

Product Category	Increase Amt
TPO	5-10%
ISO	5-7%
Accessories	up to 15%

All orders shipped on or after October 1, 2022, regardless of order date, will be invoiced at the new pricing. Existing job quotes will be honored but extensions will not be granted.

Our actual pricing will be communicated, and updated price lists will be sent out as we get closer to the October 1st increase date. Future increases are very possible but will be driven by raw material costs and other market forces.

Should you have any questions or require further clarification, please do not hesitate to contact your local IKO representative.

We thank you for your continued support of IKO US Commercial products.

Sincerely,
IKO INDUSTRIES INC.

Michael Mendoza
Director of Single Ply Systems - US Commercial



We
protect
what
matters
most™

September 9, 2022

PRICING GUIDELINES Q4 2022 & Q1 2023 and SUPPLY UPDATE

TO: Customers of GAF Commercial Roofing – United States and International

RE: Confirming Previously Announced Q4 2022 Price Increase

Dear Friends:

As the third quarter of this year wraps up, we find ourselves still in the midst of rising costs for the raw materials used in the manufacturing of our Commercial Roofing Products. Petrochemical feedstocks such as benzene and propylene continue to increase and natural gas is hitting historic highs in the global markets. In the coming weeks and months, GAF will experience close to double digit percentage increases for MDI, TPO resins, glass mat and asphaltic products.

The good news is that these increases have been expected and the Not to Exceed Pricing guidelines that we published for Q4 2022 pricing remain in line. Please review the table below for the increase ranges that will go into effect October 3, 2022, for all materials shipping through December 31, 2022. Please also be advised of the following “Not to Exceed” Pricing Guidelines for GAF Commercial Roofing products for Q1 2023. Escalators for Q1 2023 pricing by Product Category are as follows:

Product	Increase NOT TO EXCEED	
	Q4	Q1
TPO Membranes	+7%	+5%
SA TPO – Priced by region. Please contact your GAF Commercial Sales Manager for job quotes.		
PVC Membranes	+5%	+3%
TPO & PVC Accessories	+10%	+10%
Polyiso Insulation	+5%	+7%
Surcharge for Coated Glass Facer (Ultra) ISO	+\$16/SQ	TBD
Asphaltic Rolls – APP & SBS	+5%	+10%
Asphaltic Rolls – BUR	+10%	+10%
TPO Bonding Adhesive	\$150/PA	\$165/PA
PVC Bonding Adhesive	\$285/PA	\$305/PA
Quick Spray & LRF Adhesives	No Increase	+10%
Steel Plates	+15%	+10%
Fasteners	+10%	+10%

Please keep in mind that it is always the best practice to register your project job quotes with us. At the time of shipment, invoice will also include applicable taxes, freight and other charges.

PCD2722



We
protect
what
matters
most™

Orders are subject to GAF's terms and conditions of sale, which may be found at www.gaf.com/legal

Lastly, I would like to offer comments on the current supply-demand dynamics that our industry is experiencing as a result of the past 12 months of supply-chain volatility.

1. POLYISO: Shipments of insulation in the first half of 2022 sharply increased YoY as the MDI shortages that dominated 2021 lessened. The pipeline appears to be full – “over-ordering” and inventory building has reached its peak. One might characterize 2022 as front-end-loaded when it comes to polyiso insulation. Lead times have now settled into a more normal range of 6-8 weeks, depending on the area of the country. However, planning and confirming future work has never been more critical. Please stay on top of your project ordering.
2. TPO availability is still constrained by capacity. The GAF plants are running 24/7 and shipping at 100%. Our back-log of TPO orders stretches out for several months. As the world tries to return to some sense of normalcy, we are making every effort to ship jobs with coordinated membrane and polyiso. Unfortunately, this is not always feasible. Once again, the critical path is to review open orders and coordinate with your GAF Sales Managers to confirm ship dates.

With thanks and my best,

Alma Garnett
Sr. Vice President, Sales
Commercial Roofing Systems

PCD2722



Date 9/9/2022

To: All Malarkey Roofing Products® Customers

Re: Windsor® Shingle Color Update

We are pleased to inform you that we are removing the suspension on all of our Windsor® shingle colors for the remainder of 2022.

Production is planned for Black Oak, Heather, and Antique Brown in addition to our primary colors of Midnight Black, Weathered Wood, Natural Wood, and Storm Gray.

Our Regional Sales Manager team as well as Customer Service members will be available to assist with further planning.

Thank you for your patience and continued support of Malarkey Roofing Products®.

Regards,

John Rabung
Vice President, Sales
Malarkey Roofing Products®

September 15, 2022

Dear Valued Customer,

We have made a modification to our Royal® SMV bathroom/exhaust vent (item Z-19 and Z-45) by removing the critter guard behind the louvers, increasing the product's performance by having a clearer airflow while avoiding lint build-up. The images below show the before and after versions:



This change has already begun and will continue to be implemented on a stock turnover basis. Item codes remain the same.

As a reminder, our 6" dryer vent (Z-49) has no critter guard and the 4" dryer vent (Z-20) does have one.

Should you have any questions or concerns please contact your Territory Manager or Customer Service Representative.

Sincerely,

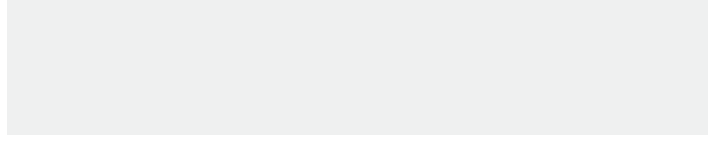


Bill Conlon
Vice President, US Sales

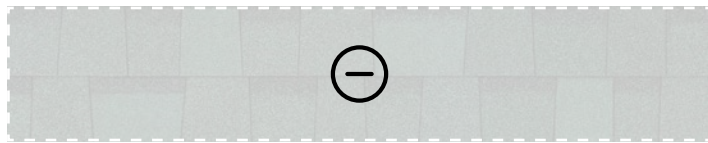


2023 SHINGLE LINEUP

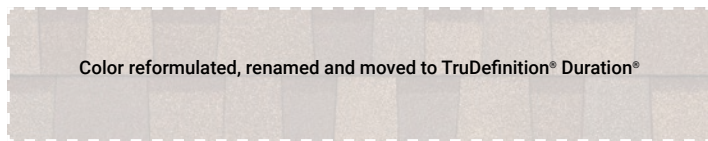
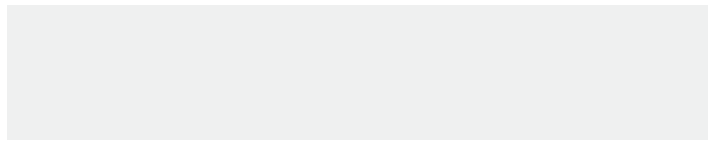
OAKRIDGE®



Brownwood

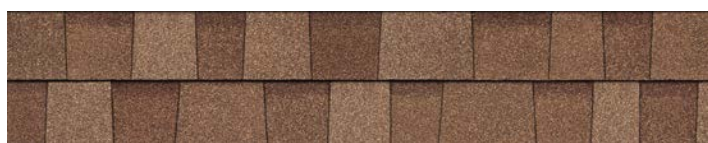


Chateau Green



Color reformulated, renamed and moved to TruDefinition® Duration®

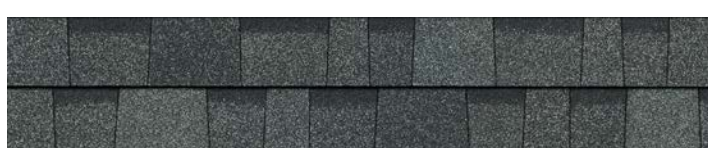
Aged Cedar



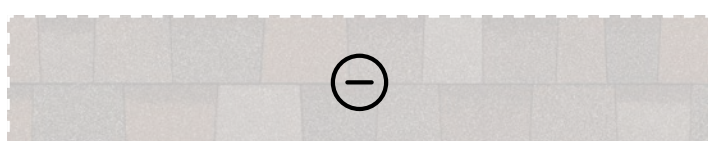
Desert Tan



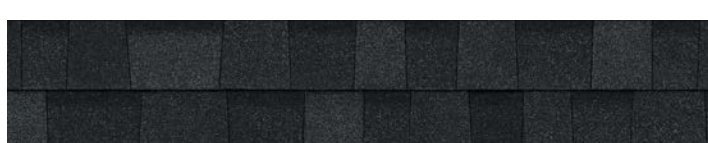
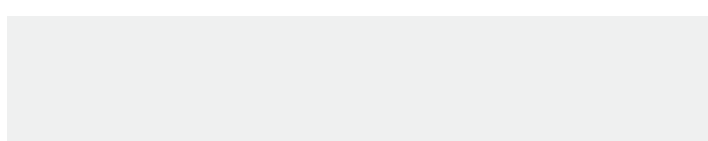
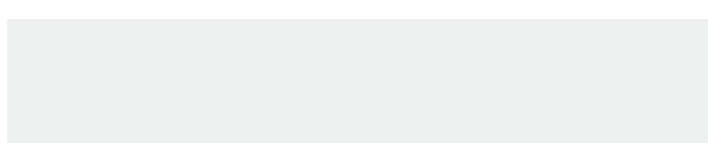
Driftwood



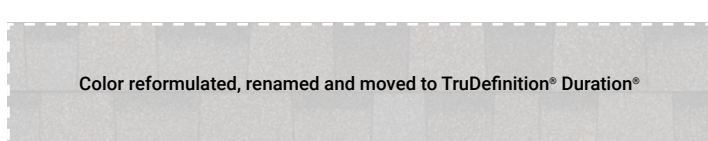
Estate Gray



Flagstone

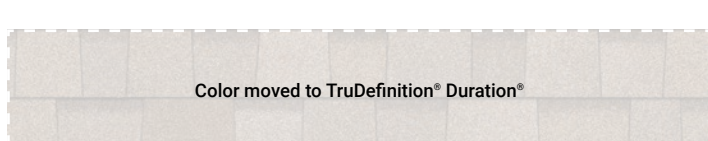
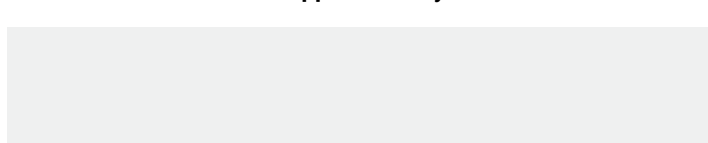


Onyx Black



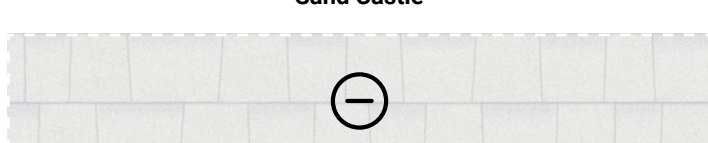
Color reformulated, renamed and moved to TruDefinition® Duration®

Peppermill Gray



Color moved to TruDefinition® Duration®

Sand Castle



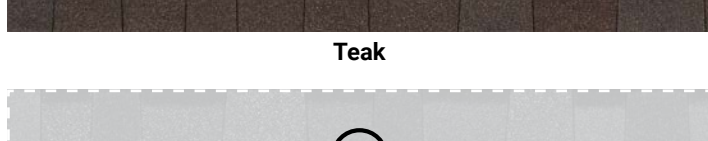
Shasta White



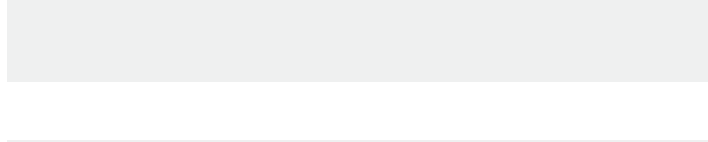
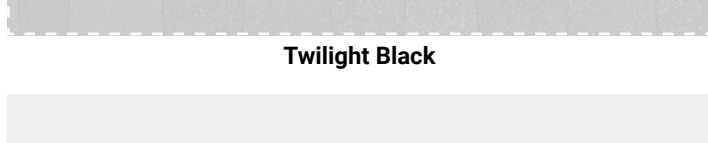
Sierra Gray



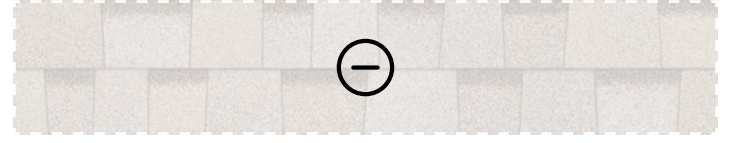
Teak



Twilight Black



TruDefinition® DURATION®



Amber



Brownwood



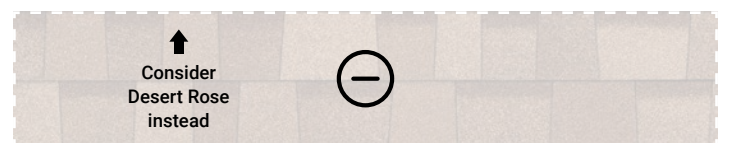
Chateau Green



Colonial Slate

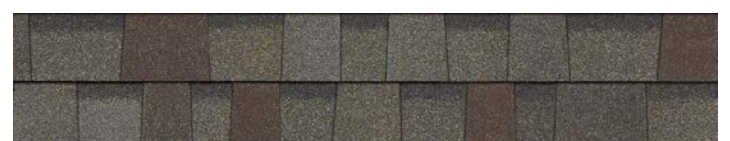


Desert Rose

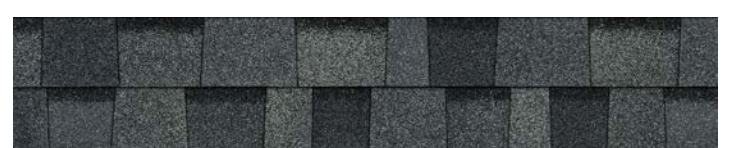


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Consider
Desert Rose
instead

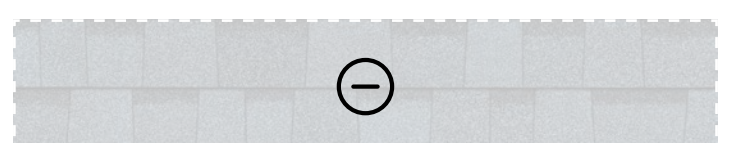
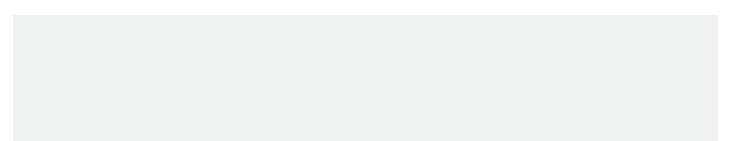
Desert Tan



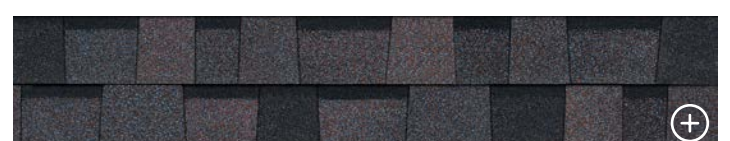
Driftwood



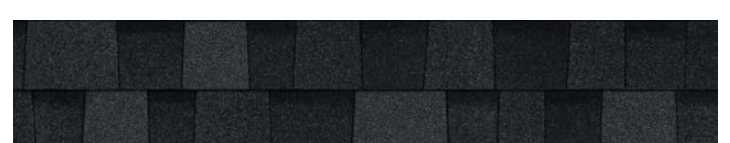
Estate Gray



Harbor Blue



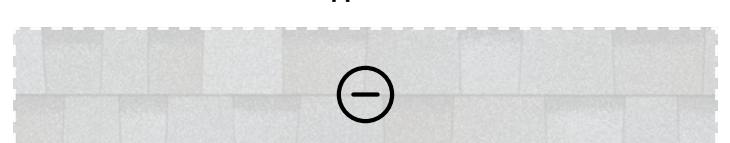
Midnight Plum



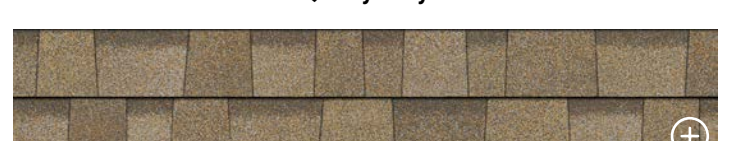
Onyx Black



Peppercorn



Quarry Gray



Sand Castle



Shasta White



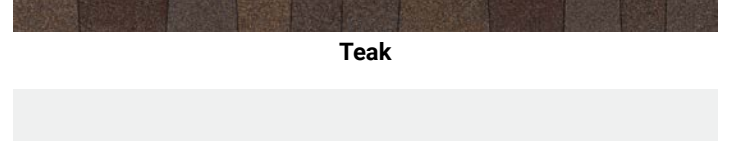
Sierra Gray



Slatestone Gray



Teak



Terra Cotta



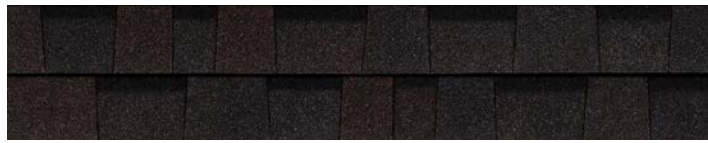
Williamsburg Gray



Portland

2023 SHINGLE LINEUP

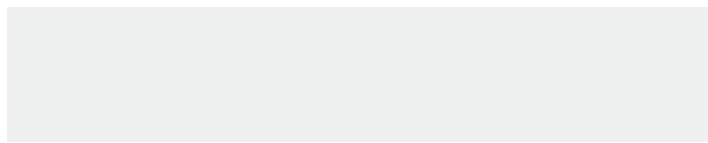
OAKRIDGE®



Black Walnut

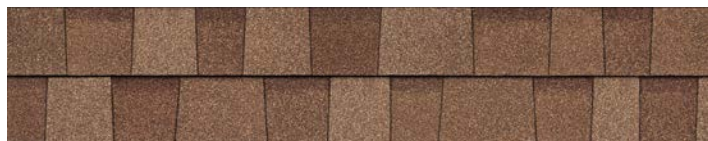


Brownwood

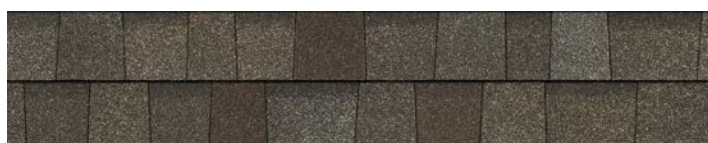


Color reformulated, renamed and moved to TruDefinition® Duration®

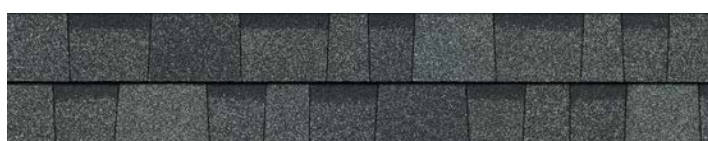
Aged Cedar



Desert Tan



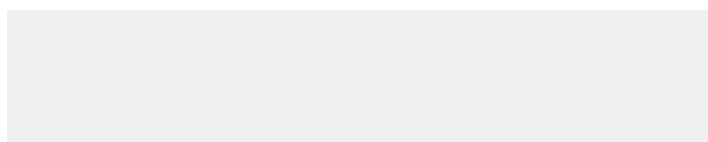
Driftwood



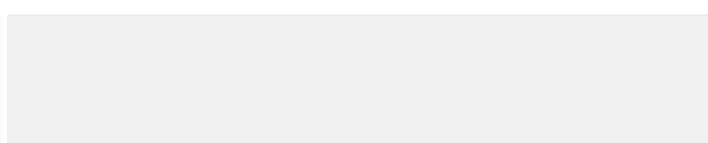
Estate Gray



Flagstone

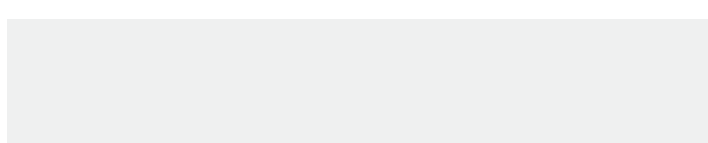


Onyx Black



Color reformulated, renamed and moved to TruDefinition® Duration®

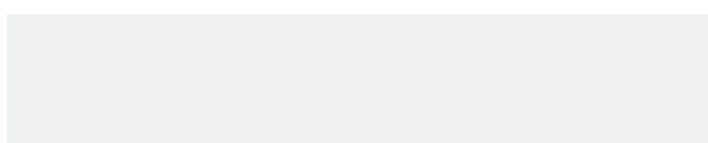
Peppermill Gray



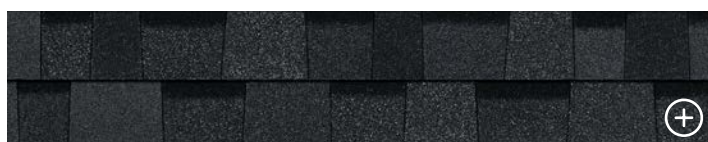
Shasta White



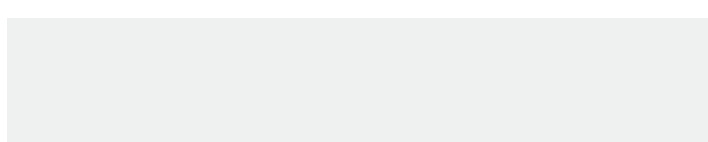
Sierra Gray



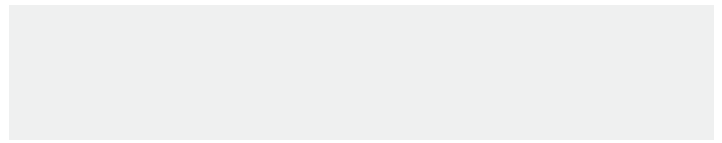
Teak



Twilight Black



TruDefinition® DURATION®



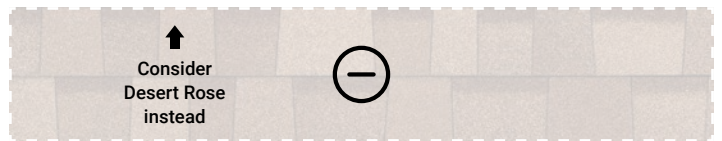
Brownwood



Chateau Green

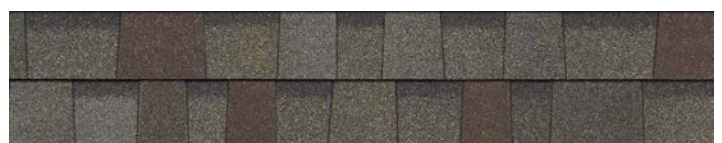


Desert Rose

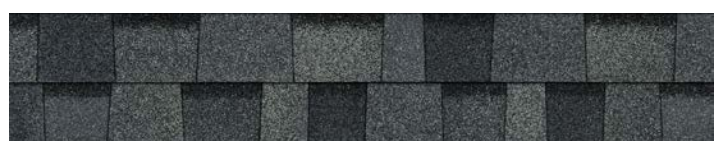


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Consider
Desert Rose
instead

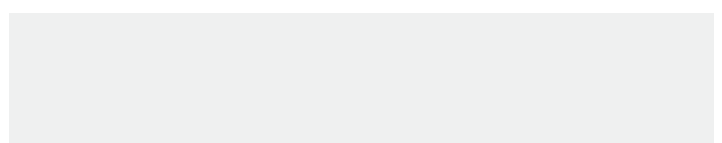
Desert Tan



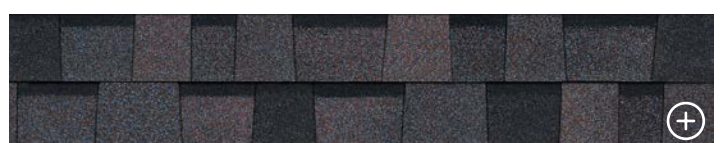
Driftwood



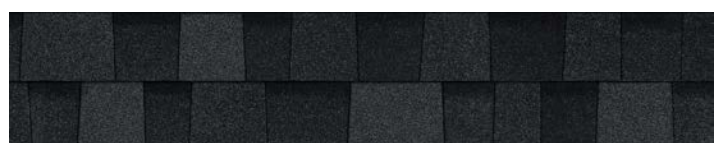
Estate Gray



Harbor Blue



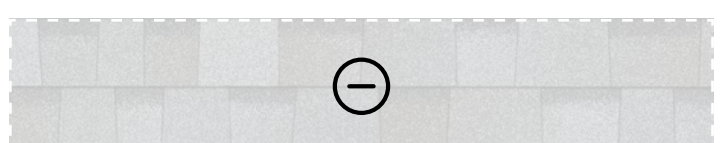
Midnight Plum



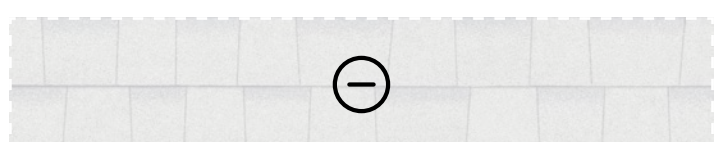
Onyx Black



Peppercorn



Quarry Gray



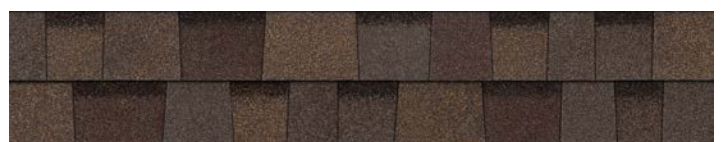
Shasta White



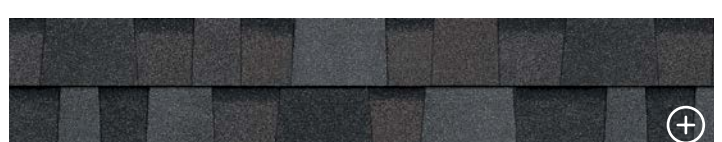
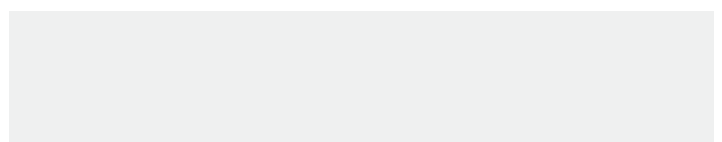
Sierra Gray



Slatestone Gray



Teak



Williamsburg Gray



RE: Product Line Changes for Brookville, Medina, Minneapolis and Summit Plant Service Areas

9/1/2022

Dear Valued Customer:

In evaluating how we can best service our customer, we have adjusted our product offering to better align with market demand. Effective January 1, 2023, we will discontinue production of the following Oakridge[®], TruDefinition Duration[®] and Hip & Ridge Shingle colors:

Product: Oakridge[®] AR Shingles
Colors: Aged Cedar, Chateau Green, Flagstone, Peppermill Gray, Sand Castle, Shasta White, Sierra Gray, and Twilight Black.

Product: TruDefinition[®] AR Duration[®] Shingles
Colors: Amber, Desert Tan, Harbor Blue, Quarry Gray, and Shasta White

Product: ProEdge[®] AR Hip & Ridge Shingles
Colors: Aged Cedar, Amber, Flagstone, Harbor Blue, Peppermill Gray, Quarry Gray, Shasta White, and Twilight Black

Product: DuraRidge[®] AR Hip & Ridge Shingles
Colors: Amber, Harbor Blue, Quarry Gray, and Shasta White

The above items will continue to be available for order until December 1, 2022. Any orders after December 1, 2022 will be subject to availability.

Effective January 1, 2023, we are offering new colors in TruDefinition[®] Duration[®] and Hip and Ridge Shingles.

Product: TruDefinition[®] Duration[®] AR Shingles
Colors: Desert Rose, Midnight Plum, Peppercorn, Sand Castle, and Williamsburg Gray

Product: ProEdge[®] AR Hip & Ridge Shingles
Colors: Desert Rose, Midnight Plum, Peppercorn, and Williamsburg Gray

Product: DuraRidge[®] AR Hip & Ridge Shingles
Colors: Desert Rose, Midnight Plum, Peppercorn, and Williamsburg Gray

OWENS CORNING ROOFING AND ASPHALT, LLC
ONE OWENS CORNING PARKWAY
TOLEDO, OHIO 43659
419.248.8000

New colors will be available to order starting January 1, 2023. New samples and literature will be available on October 17, 2022.

We truly value your business and are committed to work with you to maintain optimal service levels during this transition. Please contact your local Area Sales Manager if you have further questions.

Sincerely,

A handwritten signature in black ink that reads "Melina Carl". The signature is written in a cursive, flowing style.

Melina Carl
Product Manager – Residential Shingles
Owens Corning Roofing and Asphalt, LLC



RE: Product Line Changes for Portland Plant Service Area

9/1/2022

Dear Valued Customer:

In evaluating how we can best service our customer, we have adjusted our product offering to better align with market demand. Effective January 1, 2023, we will discontinue production of the following Oakridge[®], TruDefinition[®] Duration[®] and Hip & Ridge Shingle colors:

- | | |
|----------|------------------------------------------------------------------------------------|
| Product: | Oakridge [®] AR Shingles |
| Colors: | Aged Cedar, Flagstone, Peppermill Gray, and Shasta White |
| Product: | TruDefinition [®] AR Duration [®] Shingles |
| Colors: | Desert Tan, Harbor Blue, Quarry Gray, and Shasta White |
| Product: | ProEdge [®] AR Hip & Ridge Shingles |
| Colors: | Aged Cedar, Flagstone, Harbor Blue, Peppermill Gray, Quarry Gray, and Shasta White |
| Product: | 10" DecoRidge [®] AR Hip & Ridge Shingles |
| Colors: | Aged Cedar, Flagstone, Harbor Blue, Peppermill Gray, Quarry Gray, and Shasta White |

The above items will continue to be available for order until December 1, 2022. Any orders after December 1, 2022 will be subject to availability.

Effective January 1, 2023, we are offering new colors in Oakridge[®], TruDefinition[®] Duration[®] and Hip and Ridge Shingles.

- | | |
|----------|-----------------------------------------------------------------------------------------------|
| Product: | Oakridge [®] AR Shingles |
| Colors: | Twilight Black |
| Product: | TruDefinition [®] Duration [®] AR Shingles |
| Colors: | Desert Rose, Midnight Plum, Peppercorn, Slatestone Gray, and Williamsburg Gray |
| Product: | ProEdge [®] AR Hip & Ridge Shingles |
| Colors: | Desert Rose, Midnight Plum, Peppercorn, Slatestone Gray, Twilight Black and Williamsburg Gray |

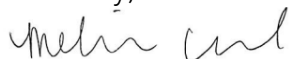
OWENS CORNING ROOFING AND ASPHALT, LLC
ONE OWENS CORNING PARKWAY
TOLEDO, OHIO 43659
419.248.8000

Product: 10" DecoRidge® AR Hip & Ridge Shingles
Colors: Desert Rose, Midnight Plum, Peppercorn, Slatestone Gray, Twilight Black and Williamsburg Gray

New colors will be available to order starting January 1, 2023. New samples and literature will be available on October 17, 2022.

We truly value your business and are committed to work with you to maintain optimal service levels during this transition. Please contact your local Area Sales Manager if you have further questions.

Sincerely,



Melina Carl
Product Manager – Residential Shingles
Owens Corning Roofing and Asphalt, LLC



Ensuring a smooth transition

Moving Forward

In June, we announced that our Firestone brand of roofing, wall and lining system products would adopt the name – Elevate. As Elevate, we're proud to continue our 40-year legacy as an industry leader with smart, sustainable and time-tested materials. We also shared that our company, Firestone Building Products, would adopt the Holcim name and brand. Our official corporate name, Holcim Solutions and Products US, LLC will take effect October 3, 2022.

Beginning October 3, you will begin to see Elevate more frequently as we transition our website, marketing materials and other collateral. We will also begin using our new corporate name for all official purposes such as warranties, contracts and more.

We are excited by this new chapter for our brand and company and look forward to sharing this journey with you! If you have questions, please reach out to your Elevate sales representative.

About Holcim: As a global leader in innovative and sustainable building solutions, Holcim is enabling greener cities, smarter infrastructure and improving living standards around the world. With sustainability at the core of its strategy, Holcim is becoming a net zero company, with its people and communities at the heart of its success. Holcim builds progress for people and the planet. [Visit our website for more information.](#)

Get the full story about our transition to Elevate

LEARN MORE



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Got this as a forward? [Sign up](#) to receive our future emails.

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26 Century Blvd. Suite 205 | Nashville, TN 37214 US

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15 Franklin Street - Portland, Maine 04101
Phone: 888.746.1114 | info@hpanels.com

ANNOUNCEMENT

September 29, 2022

To: Hunter Panels Sales Representatives and Customers

Re: Hunter Panels Cancellation Policy Reminder - Effective October 20, 2021

To ensure our plants run as efficiently as possible and can support customer demand, Hunter Panels instituted an order cancellation policy, which became effective October 20, 2021. This letter serves as a reminder on our Cancellation Policy.

Effective October 20, 2021, orders cancelled less than three weeks prior to the scheduled shipment date will be assessed the following charge:

Order	Penalty
Truckload of Polyiso	\$2,500

Customers may not push out ship dates, or make changes to items or quantities, within the three-week window. We believe it is important to proactively manage order cancellations to better align true market demand with our manufacturing schedule. This will help to reduce bottlenecks in our plants and improve our ability to provide customers with the Hunter Panels products they need when they need them.

Please contact your Hunter Panels Sales Representative or Regional Manager to obtain the most recent Open Order Report with currently scheduled ship dates. Hunter Panels encourages a proactive review of all Open Orders and scheduled shipments to assist with managing your pending orders within the Cancellation Policy guidelines.

We appreciate your continued support of Hunter Panels. Please direct any questions regarding this announcement to your Regional Manager.

Sincerely,

A handwritten signature in black ink that reads "Mark J Long".

Mark Long
Hunter Panels - Director of Sales



TO: All IKO Customers – USA

DATE: September 16, 2022

RE: Price Increase, Designer Series – October 17, 2022

Due to the continued increase in costs associated with raw materials and freight, IKO will be implementing a price increase of 10% - 15% for our designer series of residential roofing products effective with shipments on and after October 17, 2022.

Orders will not be price protected and pricing is based upon time of shipment.

IKO reserves the right to implement additional price increases, modify job quotes and other existing price adjustments or accelerate implementation of this price increase in advance of this announced price increase of Monday October 17, 2022.

If you have any questions concerning this announcement, please contact your local IKO Territory Sales Representative.

Thank you for your continued support of IKO.

Scott Campbell
Vice President of Sales – US West

Kevin Earnest
Vice President of Sales – US East

September 23, 2022

Legacy Opaque Doors Meet ENERGY STAR® Requirements

To Our Valued Customer,

On September 7th, we communicated about a foam supply shortage that would have impacted Legacy Opaque Doors. The alternate foam that we had planned to use would not have enabled Legacy Opaque Doors to meet ENERGY STAR requirements.

We are pleased to announce that we have been able to secure more of the original high-performance foam, and for the foreseeable future Legacy Opaque Doors will continue to meet ENERGY STAR Requirements.

Thankfully we have been able to navigate this supply shortage without any orders being affected. We appreciate your patience and continued business.

Sincerely,



Brandon Morris

Product Manager – Entry and Storm Doors

To all Malarkey Roofing Products customers:

On Dec 4th, 2020, Malarkey Roofing Products implemented its Order Fulfillment Plan, or O.F.P. Throughout the extended lead times created by unprecedented demand and supply chain challenges, the O.F.P. has served as a system to provide order fulfillment predictability and accurate lead times.

While many of the conditions that created the need for the O.F.P have changed, the benefits of having it in place far outweigh simply doing away with it. Therefore, to modify the system to meet today's market conditions, changes will be made to the system.

Effective on the Sept 19th, 2022, O.F.P order week (next week), these changes will be implemented:

- Reduce Lead Time from a 6-week Cycle to a 3-week Cycle.
- Change the O.F.P. emails from Friday to Thursday late afternoon.

Below is an overview to help understand the transition to the new dates:

Week	O. F. P. Order Week	Ship Week	Lead Time
Last Week	9/12/2022	10/24/2022	6 Weeks
1	9/19/2022	10/10/2022	3 Weeks and Re-Offer
2	9/26/2022	10/17/2022	3 Weeks and Re-Offer
3	10/3/2022	10/24/2022	3 Weeks and Re-Offer
4	10/10/2022	10/31/2022	3 Weeks and New Offer

We believe these changes will be beneficial in giving you greater visibility to your Malarkey needs through a significantly shortened lead time. And through other internal changes at Malarkey, continue to provide accurate ship dates for your orders. All other aspects of the O.F.P. system will remain unchanged.

Should any question or concern arise during the transition to the new lead times, please don't hesitate to reach out to Customer Service, any of your Malarkey Representatives/Managers, or me. Thank you for your continued support of Malarkey Roofing Products.

Respectfully,



D. Craig Lott
Director of Sales | Channel



Krypton Gas Suspension

Krypton Gas Suspension

September 21, 2022

To Our Valued Customers,

Due to the ongoing conflict overseas in Ukraine, the price of Krypton gas has skyrocketed in recent months causing a major shortage throughout all markets in which the gas is used. **Effective immediately, Paradigm Windows is suspending all Krypton gas fill options until further notice.** At this time, we are not sure how long this option will be unavailable. We will continue to keep you updated as things progress.

We apologize for any inconvenience this may cause. If you have any questions regarding alternative product options during this time, please reach out to your dedicated customer care or sales rep.

Thank you for your continued business and support.

Sincerely,
Dean Brugnoli
VP of Sales and Marketing



ABOUT US

We've designed our windows to be easier to install than our competitors, cutting down the time it takes to complete your project.

CONTACT US

56 Milliken Street
Portland, Maine 04103
Tel: 1-866-386-2716
www.paradigmwindows.com



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Lead Times

Revised : September 26, 2022



Product	# of Business Days
8-Series Window Product	15
5-Series Window Product	15
Painted Windows	25
Door Product	25
Painted Door Product	25
Bay & Bow	25
Impact Product	45
Geometrics	45
Glass Only	10
Screen Only	15
Sash Only	15

Project Lead Times - Call your representative for more info.



September 19, 2022

To: F-Wave Roofing Products Customers

Re: Price Increase Effective October 17, 2022 – All Markets

Please be advised that F-Wave is announcing a price increase effective October 17, 2022. Orders shipped on or after this date will be invoiced at the new price regardless of order date. The specific price increase amounts are outlined below.

The pricing action is necessary to offset recent increases in raw materials costs, and transportation costs which have impacted our operations. While we have implemented cost saving measures to reduce the amount of this price increase and its impact on our customer's, we must adjust our pricing as follows:

F-Wave REVIA Synthetic Roofing Shingles – all profiles and colors, +15%

F-Wave REVIA Synthetic H&R Shingles – all profiles and colors, +20%

F-Wave REVIA Synthetic Starter Shingles, +20%

F-Wave REVIA Classic Slate pricing will be announced and launched.

New price sheets will be distributed shortly. Please check with your local Regional Sales Manager or Customer Service for lead times.

We sincerely appreciate your business and look forward to continue growth and mutual success in 2023.

Sincerely,

A handwritten signature in blue ink that reads "D V D".

Dave Van Dale
National Sales Manager



August 19, 2022

IKO US Commercial Pricing Announcement TPO/ISO/Accessories

Effective: October 1, 2022

To Our Valued Customers:

ISO/TPO

Due to raw material inflation experienced this year and the uncertainty around future raw material costs, we are announcing a price increase for our Commercial ISO, TPO and accessory products beginning October 1, 2022.

Product Category	Increase Amt
TPO	5-10%
ISO	5-7%
Accessories	up to 15%

All orders shipped on or after October 1, 2022, regardless of order date, will be invoiced at the new pricing. Existing job quotes will be honored but extensions will not be granted.

Our actual pricing will be communicated, and updated price lists will be sent out as we get closer to the October 1st increase date. Future increases are very possible but will be driven by raw material costs and other market forces.

Should you have any questions or require further clarification, please do not hesitate to contact your local IKO representative.

We thank you for your continued support of IKO US Commercial products.

Sincerely,
IKO INDUSTRIES INC.

Michael Mendoza
Director of Single Ply Systems - US Commercial



September 23, 2022

Dear Valued Customer:

We are announcing updates to the EcoStar underlayment pricing, effective immediately.

Glacier Guard 100 (Granular Surface)

Coverage - 2 squares

\$83.57 per roll

WIP 300 (High Temp)

Coverage - 2 squares

\$175.50 per roll

Thank you for your continued support, EcoStar recognizes our customer as the foundation of our success.

Thank you,

A handwritten signature in black ink, appearing to read "Ed Staroba", is written in a cursive style.

Ed Staroba
Managing Director



Multi-Family Desk Re-Opening South Central & Southeast

Dear Customer,

As announced on May 21, 2022, James Hardie Building Products re-opened the Multi-Family Desk in the South Central and Southeast regions for ColorPlus® Technology products. As our service levels have continued to improve in the region, we are pleased to announce the expansion of our Multi-Family product offering to include James Hardie Brand Primed products. This will further enable your ability to utilize the Multi-Family direct-to-jobsite service for your James Hardie building product needs.

Details of this product expansion are below:

- Multi-Family desk will be open for quoting / contracting Primed materials, in addition to ColorPlus Technology® already available, beginning September 28, 2022.
 - **James Hardie Brand Primed product lead times may vary with product availability and service position and will be established at the time of order.**
 - All Multi-Family orders will be subject to any regional product allocations in effect at the time of order.
 - All Multi-Family orders on James Hardie Brand Primed materials will be subject to regional ordering rules.
 - ColorPlus® Technology availability, lead times, and ordering rules will remain unchanged.
- As an additional level of support, we are now offering a case management process. This process

will flow through the following email:
multi.family@jameshardie.com. A case number will be provided to you, please reference this case number when making any further inquiries.

Important Reminders:

- Multi-Family orders require a minimum order of 2 Full Truckloads (FTL) to utilize this service.
- Orders must be full truckloads of full units for all James Hardie® Primed and Statement Collection™ products.
- Each project is allowed one LTL.
- Orders must be shipped directly to jobsite.
- The Reveal® Panel System products have been discontinued and will not be available going forward.
- Project Validity:
 - Quotes are valid for 90 days (pricing will be subject to change upon requote)
 - Contract term is 6-months. Orders must be placed prior to contract expiration.
 - Accurate contact information is required to quote, contract and place orders.

We are constantly evaluating opportunities to serve our customers better, and we are pleased to begin offering this service option for our customers again. We will be monitoring market conditions for opportunities to improve, streamline and expand as conditions evolve.

Thank you for your business and continued partnership, and if you have additional questions please reach out to your James Hardie sales representative.

James Hardie Multi-Family Leadership Team

[MF Re-Opening Map](#)

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Friday September 30th, 2022

To: Dec-Tec™ Customers

Subject: Price Increase Effective December 1st, 2022

Skyline Building Systems Inc., dba Dec-Tec™, would like to thank you for your support over the past year.

It is always our goal to maintain our pricing for as long as possible. Evidence of this price maintenance is found in the time since our last increase notice which took effect April 1st, 2022. This means we have been able to offer our product at its price for 6 months and will continue to do so for another 2 months. All of this in the face of a marketplace experiencing unprecedented challenges.

At this time, we must announce a price increase, that is as follows, effective December 1st, 2022:

- 7% on all Dec-Tec price page items.

We will be providing new price pages on and or before December 1st, 2022. With this news we are providing to you, 60 days written notice.

Please let me know if you have any questions.

Respectfully,

A handwritten signature in black ink on a light-colored background. The signature appears to read "Bill Crisp" in a cursive, slightly stylized script.

Bill Crisp
Director of Sales / Business Builder
Cell: 1.210.380.7797
Toll Free: 1.866.461.3914
Email: bcrisp@dec-tec.com
www.dec-tec.com

261185 Wagon Wheel Way, Rocky View, Alberta T4A 0E2 Tel: 1.866.461.3914

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www.dec-tec.com



October 1, 2022

PRICE CHANGE ANNOUNCEMENT

Dear Valued Customer:

As our economy and world markets continue to progress from events impacting the global supply chain, there continue to be raw material, processing, packaging, and transportation cost changes. National Shelter Products and System Components have completed a major analysis of costs. As a result of this, we are adjusting our pricing effective **December 1, 2022**.

All DRYline building wraps, seam tapes, and flashing tapes, as well as all System Components synthetic roofing underlayments, will be affected by the planned changes.

Changes include, but are not limited to shipping zone adjustments, new quantity price breaks, updated/new program allowances, and an increase or decrease in invoice pricing.

These changes will apply to all orders (including direct from overseas shipping containers) shipping after **December 1, 2022**, regardless of the order entry date.

The changes outlined above assure your company maintains a highly competitive market position and demonstrates our commitment to this responsibility.

If you have insights, ideas, or questions, please contact your local National Shelter Products or System Components Sales Representative, Regional Manager, or Business Manager. New price lists and information about the indicated changes will be sent prior to the indicated effective date.

We remain committed to delivering the highest level of quality and service at a competitive price. Thank you for your continued support and understanding.

Sincerely,

A handwritten signature in black ink, appearing to read "Tyler Kruckenberg".

Tyler Kruckenberg
Business Manager

FIRESTONE BUILDING PRODUCTS ANNOUNCEMENT



September 14, 2022

Price Announcement

TO: FSBP U.S. Valued Customers

We continue to experience supply chain challenges, high demand for raw materials, and other market factors leading to increasing costs of doing business. As a result, Firestone Building Products will implement the following price increases effective on all orders shipping on or after October 14, 2022:

Accessories	
Product	Increase
PVC Cover Strip	20%
PVC Universal Pipe Flashing	25%
PVC Coated Metal	30%
PVC X-Tred Walkway Pads	5%
PVC Walkway Pads	25%
PVC Clear Cut Edge Sealants	30%
Two-Piece Impact Nails	15%
AP Stainless Steel 12" Fastener	30%
HailGard HD Fasteners	Up to 35%
Concrete Drive Fasteners	Up to 45%

As a reminder, pricing will be firm 30 days prior to the date of shipment. The only exceptions are as follows:

- Any announced vendor surcharges will be passed along with their market announcements
- Metal will be priced at time of shipment

If you have any questions regarding this new price adjustment, contact your local [Firestone Sales Representative](#) or Regional Business Manager.

Thank you for your continued support of Firestone Building Products.

Sincerely,

Michelle Lane
Vice President, Marketing & Communications
Firestone Building Products

Dear James Hardie Partner,

October 3rd, 2022

Your business is important to James Hardie Building Products, and we thank you for your continued support. Like many businesses, James Hardie is experiencing increased costs, while we continue to invest in growth initiatives that will enable you to hit your goals. These investments include additional capacity, generating homeowner demand and innovation which will open new categories for you. Effective January 3rd, 2023, we will be implementing a price increase on many of our exterior product lines. James Hardie is committed to providing a high level of communication and support during this transition.

James Hardie is also making several other adjustments to product availability and lead times to better serve the market. Please see below for more information

Price Increase – Effective January 3rd, 2023

- Pricing will go up on most James Hardie products effective on customer orders placed after Jan 3rd, 2023.
- Pricing is not going up consistently across all products and additionally certain regions / districts will be going up at different rates. (a matrix will be provided/is attached)
- Hardie Link will be updated October 3rd with new prices effective Jan 3rd.
- To minimize disruption to our customers and end users, we will provide a volume limit for ordered products at current pricing.
 - These price protected volumes (PPV's) are calculated using monthly average orders placed for products between March 1st – Aug 31st, 2022. This value was multiplied by 3 to account for three months of purchases during the price increase period (October-December) plus an additional 5% was added. 100% of this value may be purchased at pre-increase prices.
 - ➡ Monthly Average Orders x 3 months + 5% = PPV
- If the price protected volume is consumed prior to 1/3/2023, additional ordered volume will transition to new pricing. All orders placed after 10/3/2022 will be counted against price protection volumes including slotted orders.
- If 75% of your PPV is purchased by December 1st., you will receive an additional 5% bonus to the total PPV we provide.

Mixed Truck Rules:

All Regions

- Orders must be full truckloads
- Cemplank cannot be mixed and is not available in all geographies – no change to Cemplank availability

West Region

- PNW, SW – orders can be mixed to include all exterior products available in your market
- Mountains – orders can be mixed to include all exterior products available in your market
 - Montana – no mixing of NT3 trim, full trucks only

South Central Region

- Plank can now be mixed in two combinations that are source plant dependent
 - Plank/Panel/Soffit
 - Plank/Trim(all)/Shingle

Southeast Region

- Only one change - shingle can now be mixed with panel and soffit
- No mixing of Trim, full trucks only

MidWest and Northeast

- No lead time changes

Lead times

Leadtimes (Days)	Canada West	Pacific Northwest	Southwest & Mountains	South Central	Southeast/Mid South	Carolina's
Prime Siding	23	23	23	16	16	16
Prime Trim	23	23	23	16	16	16
Color+	16	16	16	16	16	21
Segment	SF & MF the Same	SF & MF the Same	SF & MF the Same	SF & MF the Same	SF & MF the Same	SF & MF the Same

All Regions

- Cemplank – has a 19-day lead time - no change to Cemplank availability
- SF and MF are now the same lead times as the market

West

- Primed – all markets, all products, all segments are 23-day lead times
- Colorplus – all markets, all products, all segments are 16-day lead times

South Central, South East, Mid South

- Primed – all markets, all products, all segments are 16-day lead times
- Colorplus – all markets, all products, all segments are 16-day lead times

Carolinas

- Primed – all markets all products, all segments are 16-day lead times
- Colorplus – all markets all products, all segments are 21-day lead times

MidWest and Northeast

- No changes

We thank you for your continued business and support through the implementation of these changes. Please refer to Hardielink or contact your local sales representative with questions.

Best Regards,



Dan Tresch
Sr. Strategic Accounts Manager
James Hardie



Atlas Roofing Corporation
Shingles and Underlayments Division
October 5, 2022

Inventory Management Plan Meridian, MS, Service Facility

Affected Products: Pinnacle Pristine and ProLam Shingles

Greetings Atlas Distribution Customers,

Based on the immediate impact on demand from Hurricane Ian, Atlas is re-implementing an inventory management plan (IMP) for the Meridian, MS, manufacturing facility. While Meridian is not the primary service facility for much of the affected area, Atlas wants to ensure that customers in the Meridian footprint are protected with the material they need for everyday business.

All other Atlas facilities remain on IMP and their monthly communication plans are unchanged. Meridian will service existing open orders that have been confirmed to the customer, and a November inventory management plan will be delivered to all customers in the Meridian service area within the next two (2) weeks. Additional product needs out of Meridian will be addressed by our regional management team based on availability.

Color Availability: This announcement does not change our current color availability for the Meridian service area. Atlas will continue to have a slightly reduced color lineup through the 4th quarter, but you will see a comprehensive color lineup announcement for 2023 soon.

Thank you for your business!

Sincerely,

Stanley J. Bastek
Vice President of Sales and Marketing
Shingles and Underlayments



Products with Purpose. People with Passion.



A Division of NU-PUTTIE CORP

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Westchester, IL 60154-2577

Maywood, IL 60153

www.npcsealants.com

Ph#: (708) 681-1040

Fax #: (708) 681-1424

npc@npcsealants.com

October 10, 2022

Price Increase Announcement

To Our Valued NPC Colored Sealants Customer,

We thank you for your business. The short version of this letter is: NPC is increasing our pricing between 5-8% depending on product, product color and order size effective on all orders shipped after November 4th. Despite cost pressures on housing sales, the raw material costs going into homes are controlled by non-construction industries and have continued to rise. Labor continues to be a hurdle to cost control. If that is all you care to know, stop reading right here and go about your day.

However, if you would like to know our reasoning behind why we need to increase our Wholesale pricing please read on. Hopefully our insights will help you make decisions to strengthen your company.

The assumptions underlying how we operated our businesses for the past 4 decades have dramatically changed in the previous 2 years. "Just-in-time" manufacturing/delivery approaches, cheap debt/financial liquidity, stable pricing, fast reliable delivery with a multitude of choices, and enough workers to meet all of our business needs are a thing of the past. Inflation expectations are imbedded, worker shortages are global, governments continue to create money to pay increasing debt, government policies are worsening the oil/energy shortages that underlie the inflation. Thus we expect that inflation will remain significant, despite the skyrocketing Federal Reserve rates that are throttling economic growth in different sectors...starting with the housing/construction industry which is very sensitive to mortgage interest rates. **Bottom line**, we believe inflation will stabilize within 12 months but remain elevated for 2-4 years at 5-7% as it will take a recession and fiscal discipline to tame it. The recession has started.

Inflation is bad, stagflation is worse. Stagflation is rarer than a recession as inflations occur naturally in our economic cycle. Many experts believe that stagflation is the worst-case scenario because it involves slow economic growth coupled with inflation, compounding prices for an extended period. Stagflation results from extreme shock in the supply of the basics (food or energy), a quick expansion of the money supply, and poor economic policies introduced by the government. The entire global economy is suffering from all 3. A constantly rotating set of failures from diverse causes means the supply chains become resistant to easy fixes. Supply chain issues are likely to remain bad for a few years, i.e., 3-5 years of instability, at the minimum. If the supply chain and inflation issues were not anticipated, the choices to respond now are limited. The stagflation storm is upon us. Many companies are doing triage, focusing on supplying who they think is the most important. Ignore words, look at actions regarding what your suppliers think about you. [They may be focused on profit margins when they reduce service and products. It's less efficient and less profitable to offer many products to many customers vs a few product SKU's to a few customers. Paring product lines is normal in recessions or when supply chains fail]. We have seen almost all of our competition reduce their color offerings and or discontinue full product lines and we sympathize with them. It is not easy telling long term customers that you have supplied for years that they can't get the colors or products that they used to get. And they likely can't tell you when that will change.

You are ALL important to NPC. We are not even trying to replace our competitor's volumes in the field. However, we are doing everything in our power to fill that product void with our existing distributors and have added over 35 standard and 25-30 more premium colors in the last 10-12 months. Trying to serve you, we are up to over 285 standard and around 50 premium colors. Of course, we still offer custom colors down to a 4 case minimum if needed. **Bottom line: We are basically running toward colored sealant manufacturing for Wholesale Building Suppliers while others are running away.**

There is no difference between armies and business when it comes to success. Planning, quick responses and efficient logistics is the heart of survival and success. Equipment, supplies, and people in the right place at the right time. NPC is grateful that we have been able to successfully navigate the choppy waters the last two and a half years and continue to be a very reliable supplier of colored sealants. NPC feels that you have enough supply side issues to deal with, that long lead times, unavailable colors or discontinued products is a distraction that Wholesale Building Suppliers can do without when ordering your colored sealants.

Other than lumber and concrete, the demand for (and thus cost of) the metals, plastics, chemicals, paper products used in construction products are actually dominated by other industries that can currently pass on their costs. i.e., many of our industry's costs are determined outside of the housing industry. All the raw material producers are affected by labor and energy costs so they pass them on to us. The multitude of shortages rippling through all industries means the aluminum, steel, polymer, glass producers always have others willing to buy their products. The supply chain is truly a chain and a single minor broken link affects everything up and down the line. The ripples are endless right now. A housing squeeze-play between construction cost and home sales price doesn't affect raw material suppliers when they can sell their goods to the highest bidder. **Bottom line: Raw material prices are volatile but still rising and any "news headline" cost reductions are not being passed down. We have done our best to buffer volatility in costs from being seen by you.**

We became concerned about the strong potential for inflation and the fragility of complex global supply chains many years ago. Consequently, we invested in the equipment and capital resources needed to survive volatile prices and unreliable supply chains, when debt was cheap. Those past expenditures have allowed us to ensure we have enough raw materials in house, to support our existing business, even when supply chains break repeatedly. When suppliers say they have something, we say "ship it". Those past expenditures helped us replace old equipment, and be prepared for mechanical failures today with extra parts on the shelf waiting. (Ideally we are back up and running before any of our customers feel the effects or even know there have been equipment issues.) When Covid hit, we quickly shifted from equipment optimization to protecting our employees and their families at home and at work. We also invested in keeping those hard working, dedicated employees who enable us to serve you. Without them we are nothing. Companies that have not been proactive with employee salaries, bonuses and other benefits these last 2 years have simply lost their key experienced employees. Those key personnel are the ones who "have seen it all" and understand how to problem solve and complete jobs. Once a company loses those key experienced employees they become an unreliable supplier. We have even successfully hired new employees to support your orders. Post covid, we have pivoted back to finishing capacity expansion so we can cost effectively meet your needs. Everything that we have done is with one goal in mind: Put NPC in a position where our business partners can simply place an order for multiple colors sealants and it will reliably show up at your door step in a week or so. Without you worrying about it. **Bottom line: We made adjustments in advance and those costs are in the past and not part of any current price increase. The continual pressures on acquiring and retaining employees is a key reason we need to increase our prices today.**

As inflation impacts us all, it is tempting for a few companies to work every angle possible. Doing so transfers their costs and risks to NPC and thus to everyone else. Consequently we are making some minor changes on shipping charges (detention/delays, drop shipping, residential/lift gate etc), credit card fees, and late payment charges in order to keep the playing field for our distributors as even as possible. Those changes will not affect the majority of you. Inflation is running at such a high pace that we feel that customers that delay payments for more than our normal business terms are creating costs and risk for NPC and have an unfair advantage over the vast majority who play by the rules and pay us on time or even early. We are adding percentage point charges to any invoice that is paid late. Yes, we will have a small grace period to account for mail services and holidays. But if an invoice is received 15 days over our terms, a penalty will be assessed. A separate letter detailing those changes will be provided soon. Reminders will accompany each order confirmation and invoice through the end of the year.

In our attempt to keep up with the inflationary issues that we have already experienced and still see coming, we will be raising our pricing for all of our product lines shipped after November 4, 2022. The increase will be between 5-8% (dependent on product and quantity ordered). This increase will be effective for all orders at the time of shipping regardless of when the order is received.

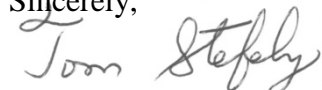
We ask that you place orders by October 25th if you hope to be invoiced for that order before the increase goes into effect. We understand that some of our customers like to 'stock up' and double order just to beat an increase. Please don't, especially as winter approaches. We want you to use fresh stock to keep your customers happy and over stocking potentially creates cash flow issues for you. The demand for our product lines is so high right now that we are not in a position to allow our customers to double up on their normal order size. If you do choose to place an order before October 25th please **keep it within your normal volume range**. We truly do not want to have to tell our loyal customer base that we will only ship half of their "beat the increase" order because they normally only order X amount of cases. So, please respect this request and we will all get through this. This simply is not a "business as normal" period and we are striving to be a good steady supplier to our entire existing customer base.

We plan to remain focused on reliably supplying our existing loyal customers' versus accepting growth opportunities with new customers (who are experiencing sealant shortages or long lead times). Over 95% of orders we received for Solar Seal #900 or Gutter Seal #400 have shipped out of our plant within 3 -7 days these last 18-24 months. Many of you have thanked us for that. We sincerely appreciate your support of NPC over the years and look forward to continuing to support you regardless of the business environment.

Our staff and your local NPC service representative are both available to answer any specific questions you may have.

We all thank you for choosing NPC Colored Sealants as your supplier. Every order you place with us is appreciated!

Sincerely,



Tom Stefely
G.M

Notes:

1) The energy crisis in the EU is very worrisome and we believe the ripple effect across many different business will be harsh. The cost of energy inputs is greater than the price they can get for their products. Industrial energy rationing has started. Many facilities take weeks to start up at great expense, so they are likely to shut down for months vs trying to stay open. The reduction of the EU's high quality machinery parts and fine chemicals will affect many companies globally. So the supply chain issues are not likely to abate. We are doing everything in our power to prepare for that coming freight train.

2) We have seen increased orders from our existing business this last 2 years. We believe that is happening because your competitors (whom we may not be selling) do not have the proper colored sealants available to them. We hope that helps you succeed more!

3) While Builder confidence is down, it's only down to 46%. It is down from the red hot recent numbers, but not dramatically off from the average of 52. This is not the restart of 2007. Housing starts are down as a precaution, based on the unaffordability of homes at current interest rates. But dropping from 40 bids to 2-3 bids per home means the homes still sell, with minor price reductions. Housing scarcity remains, with a 2-7 year backlog of homes (varies with different studies) so long term demand is predictably stable. Bottom line is our mutual customers will remain in business and will proceed cautiously. (we all remember 2007...) It's likely there will be shift from new home building to more remodeling.) [foot note: A key driver of housing prices has been the cost of land for buildings (up from 15% to 40% of cost in the past decades). Changes in zoning to allow more multi-unit developments in the major greater metros will impact that cost more than anything else, and governments will need to respond or face the increasing social impacts of housing shortages, i.e., housing price relief is coming.]

4) The vast majority of the companies who are receiving this letter have been purchasing sealants from NPC for decades. So, I hope it is obvious to you that we have chosen to be the reliable supplier for your sealant needs. The raw material situations for sealant manufacturers continue to have many obstacles. We are seeing large supply side problems in basically all forms of sealant/adhesive chemistries. Latex, (dry wall and underlayment adhesives, painter caulks) Urethanes, Silicones, MS Silicones and solvent-based sealants. Each different chemistry style of sealant has their own supply issues but all categories have experienced freight issues, tube, labels, cardboard box and general inflation issues. There is not one category of raw materials and or packaging that has not had some form of issues this last 8-12 months. Resins, elastomer, solvents, pigments, oils, powders, TIO₂, tubes and cardboard boxes. Throw in transportation issues and labor issues...sealant manufacturers in the States have many different ways of becoming unreliable suppliers with long lead times.



November 18, 2022

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

Re: Material Supply Plan Update – Effective January 1, 2023

In Q4 of 2021, Carlisle SynTec Systems implemented our Material Supply Plan (MSP) governing 2022 order volumes to provide better predictability, increased transparency, and higher service levels for our contractors and distributors nationwide.

Throughout this year, we have continued to closely monitor the supply and demand dynamics of all governed product categories. Recently we have removed MSP restrictions on numerous products as we have realized more consistent raw material supply and improved product availability and lead times.

With recent additions to our TPO production capacity, and in consideration of planned capacity additions to our Polyiso production footprint, **Carlisle is excited to announce that effective January 1, 2023, all order restrictions will be lifted, and our Material Supply Plan (MSP) will be formally discontinued.**

- There will be no volume restrictions on orders for any Carlisle-produced or standard-stocked product ordered for delivery beyond January 1, 2023.
 - Some third-party vendors have implemented governed supply programs for 2023, which will continue to impact orders placed through Carlisle; please get in touch with your local Carlisle Manufacturer's Representative for the most current lead times.
- Effective immediately, all MSP order windows are removed.
- All orders will be subject to lead times based on product availability at the time of order.
- Lead times will vary by region and plant service area; specific SKU-level availability challenges can be expected as several product supply channels remain constrained.
- Our 72-hour hold on Order Confirmations will continue for the time being. We expect to move back to more normal turnaround times for confirmations in the coming months. Order Confirmations will contain specific delivery dates based on current lead times, not only the confirmed month/year.
- Carlisle's Cancellation Policy, Membrane & ISO Plant Pick-Up Guidelines, and our Freight/Fuel Surcharge will remain in effect until further notice. Please address any concerns with your Regional Sales Manager.

Polyiso Insulation Orders, Plates and Fasteners, and Third-Party Vendor Products

We expect some continued product availability challenges related to coated-glass facer, plates/fasteners, and certain third-party items will remain.

Existing Orders in the System

With the removal of the order window, updating products and product quantities to existing orders is possible with sufficient notice, as long as this falls outside our current cancellation policy window.



Moving Forward

Carlisle will continue to monitor supply and demand dynamics over the coming months and adjust our policies and procedures as the market environment dictates.

We remain in inflationary times. We will be providing additional price guidance in the near future to support you in securing work in the first half of 2023.

The last two years have necessitated the development of new ways to manage our business. While we are certain the future will continue to present new and sometimes unanticipated hurdles, we confidently enter 2023 with a blueprint for successfully managing through these challenges.

We appreciate your continued support of Carlisle SynTec Systems. Please direct questions regarding this announcement to your Carlisle Regional Sales Manager.

Sincerely,

A handwritten signature in black ink, appearing to read "K. Somers", with a long horizontal flourish extending to the right.

Kevin Somers
Director of Sales
Carlisle SynTec Systems

Click [here](#) to view this email in your browser.



15 Franklin Street - Portland, Maine 04101
Phone: 888.746.1114 | info@hpanels.com

November 18, 2022

To: Hunter Panels' Valued Customers and Independent Sales Representatives

Re: Material Supply Plan Update – Effective January 1, 2023

In Q4 of 2021, Hunter Panels implemented the Material Supply Plan (MSP) governing 2022 order volumes to provide better predictability, increased transparency, and higher service levels for our contractors and distributors.

Throughout this year, we have continued to closely monitor the supply and demand dynamics of Polyiso.

In consideration of planned capacity additions to our Polyiso production footprint, **Hunter is excited to announce that effective January 1, 2023, all order restrictions will be lifted, and our Material Supply Plan (MSP) will be formally discontinued.**

- There will be no volume restrictions on orders for Hunter-produced or standard-stocked product ordered for delivery beyond January 1, 2023.
- Effective immediately, all MSP order windows are removed.
- Hunter's Cancellation Policy, ISO Plant Pick-Up Guidelines, and our Freight/Fuel Surcharge will remain in effect until further notice. Please address any concerns with your Regional Sales Manager.
- All orders will be subject to lead times based on product availability at the time of order.
- Lead times will vary by region and plant service area; specific SKU-level availability challenges can be expected as several product supply channels remain constrained.

We expect some continued product availability challenges related to coated-glass facer.

Existing Orders in the System

With the removal of the order window, updating products and product quantities to existing orders is possible with sufficient notice, as long as this falls outside our current cancellation policy window.

Moving Forward

Hunter will continue to monitor supply and demand dynamics over the coming months and adjust our policies and procedures as the market environment dictates.

The last two years have necessitated the development of new ways to manage our business. While we are certain the future will continue to present new and sometimes unanticipated hurdles, we confidently enter 2023 with a blueprint for successfully managing through these challenges.

We appreciate your continued support of Hunter Panels. Please direct questions regarding this announcement to your Regional Sales Manager.

Sincerely,

A handwritten signature in black ink that reads "Mark J. Long". The signature is written in a cursive, flowing style.

Mark Long
Hunter Panels - Director of Sales

November 18, 2022

To: Versico Roofing Systems' Independent Sales Representatives, Distributors, and Authorized Contractors

Re: Material Supply Plan Update – Effective January 1, 2023

In Q4 of 2021, Versico Roofing Systems implemented our Material Supply Plan (MSP) governing 2022 order volumes to provide better predictability, increased transparency, and higher service levels for our contractors and distributors nationwide.

Throughout this year, we have continued to closely monitor the supply and demand dynamics of all governed product categories. Recently we have removed MSP restrictions on numerous products as we have realized more consistent raw material supply and improved product availability and lead times.

With recent additions to our TPO production capacity, and in consideration of planned capacity additions to our Polyiso production footprint, **Versico is excited to announce that effective January 1, 2023, all order restrictions will be lifted, and our Material Supply Plan (MSP) will be formally discontinued.**

- There will be no volume restrictions on orders for any Versico-produced or standard-stocked product ordered for delivery beyond January 1, 2023.
 - Some third-party vendors have implemented governed supply programs for 2023, which will continue to impact orders placed through Versico; please get in touch with your local Versico Sales Representative for the most current lead times.
- Effective immediately, all MSP order windows are removed.
- All orders will be subject to lead times based on product availability at the time of order.
- Lead times will vary by region and plant service area; specific SKU-level availability challenges can be expected as several product supply channels remain constrained.
- Our 72-hour hold on Order Confirmations will continue for the time being. We expect to move back to more normal turnaround times for confirmations in the coming months. Order Confirmations will contain specific delivery dates based on current lead times, not only the confirmed month/year.
- Versico's Cancellation Policy, Membrane & ISO Plant Pick-Up Guidelines, and our Freight/Fuel Surcharge will remain in effect until further notice. Please address any concerns with your Regional Sales Manager.

Polyiso Insulation Orders, Plates and Fasteners, and Third-Party Vendor Products

We expect some continued product availability challenges related to coated-glass facer, plates/fasteners, and certain third-party items will remain.

Existing Orders in the System

With the removal of the order window, updating products and product quantities to existing orders is possible with sufficient notice, as long as this falls outside our current cancellation policy window.

Moving Forward

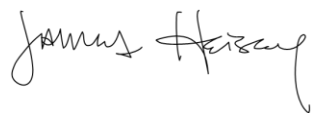
Versico will continue to monitor supply and demand dynamics over the coming months and adjust our policies and procedures as the market environment dictates.

We remain in inflationary times. We will be providing additional price guidance in the near future to support you in securing work in the first half of 2023.

The last two years have necessitated the development of new ways to manage our business. While we are certain the future will continue to present new and sometimes unanticipated hurdles, we confidently enter 2023 with a blueprint for successfully managing through these challenges.

We appreciate your continued support of Versico Roofing Systems. Please direct questions regarding this announcement to your Versico Regional Sales Manager.

Sincerely,



James Heisey
Director of Sales
Versico Roofing Systems

November 18, 2022

To: WeatherBond Roofing Systems' Independent Sales Representatives, Distributors, and Recognized Contractors

Re: Material Supply Plan Update – Effective January 1, 2023

In Q4 of 2021, WeatherBond Roofing Systems implemented our Material Supply Plan (MSP) governing 2022 order volumes to provide better predictability, increased transparency, and higher service levels for our contractors and distributors nationwide.

Throughout this year, we have continued to closely monitor the supply and demand dynamics of all governed product categories. Recently we have removed MSP restrictions on numerous products as we have realized more consistent raw material supply and improved product availability and lead times.

With recent additions to our TPO production capacity, and in consideration of planned capacity additions to our Polyiso production footprint, **WeatherBond is excited to announce that effective January 1, 2023, all order restrictions will be lifted, and our Material Supply Plan (MSP) will be formally discontinued.**

- There will be no volume restrictions on orders for any WeatherBond-produced or standard-stocked product ordered for delivery beyond January 1, 2023.
 - Some third-party vendors have implemented governed supply programs for 2023, which will continue to impact orders placed through WeatherBond; please get in touch with your local WeatherBond Independent Sales Representative for the most current lead times.
- Effective immediately, all MSP order windows are removed.
- All orders will be subject to lead times based on product availability at the time of order.
- Lead times will vary by region and plant service area; specific SKU-level availability challenges can be expected as several product supply channels remain constrained.
- Our 72-hour hold on Order Confirmations will continue for the time being. We expect to move back to more normal turnaround times for confirmations in the coming months. Order Confirmations will contain specific delivery dates based on current lead times, not only the confirmed month/year.
- WeatherBond's Cancellation Policy, Membrane & ISO Plant Pick-Up Guidelines, and our Freight/Fuel Surcharge will remain in effect until further notice. Please address any concerns with your Regional Sales Manager.



WEATHERBOND
ROOFING SYSTEMS

P.O. Box 251 | Plainfield, PA 17081 | 866.471.5125 | FAX: 717.960.4034 | www.weatherbondroofing.com

Single-Ply Simplified

Polyiso Insulation Orders, Plates and Fasteners, and Third-Party Vendor Products

We expect some continued product availability challenges related to coated-glass facer, plates/fasteners, and certain third-party items will remain.

Existing Orders in the System

With the removal of the order window, updating products and product quantities to existing orders is possible with sufficient notice, as long as this falls outside our current cancellation policy window.

Moving Forward

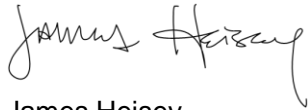
WeatherBond will continue to monitor supply and demand dynamics over the coming months and adjust our policies and procedures as the market environment dictates.

We remain in inflationary times. We will be providing additional price guidance in the near future to support you in securing work in the first half of 2023.

The last two years have necessitated the development of new ways to manage our business. While we are certain the future will continue to present new and sometimes unanticipated hurdles, we confidently enter 2023 with a blueprint for successfully managing through these challenges.

We appreciate your continued support of WeatherBond Roofing Systems. Please direct questions regarding this announcement to your WeatherBond Regional Sales Manager.

Sincerely,



James Heisey
Director of Sales



WEATHERBOND
ROOFING SYSTEMS

P.O. Box 251 | Plainfield, PA 17081 | 866.471.5125 | FAX: 717.960.4034 | www.weatherbondroofing.com

Single-Ply Simplified