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Eagle Builder Segment Price Increase Announcement

Date: September 1, 2020

To: Our Valued Builder and Volume Roofing Contractor Customers

This year has been filled with challenges, none of which are unique to manufacturers, builders, distributors and sub-contractors in the home building industry. Together we have dealt with virus related compliance issues, persistent staffing constraints, dramatic increases in hourly wages to attract and maintain talent, and to compete with the generosity of our federal government. We continue to pay significant overtime, absorb raw material cost increases and deal with production limiting raw material allocation concerns, which has forced us to seek more costly alternative sourcing options.

In an attempt to offset a portion of these increased costs, *Eagle is implementing a 5% - 7% price increase on all new orders placed after January 1, 2021*. As always, we will uphold written agreements currently in place and provide a minimum of 90 days' notice prior to implementing a price increase. We will also respect the completion of phases and/or releases currently under contract in which some homes may not ship until after January 1, 2021 and any recently quoted projects with expiration dates during the calendar year 2021.

We will begin the process of communicating our new pricing and reviewing communities and commitments in the days and weeks ahead. Please do not hesitate to reach out to your local Eagle Account Representative, Regional Segment or Regional Sales Manager to discuss these changes.

We appreciate your support and look forward to a less eventful, but mutually prosperous year in 2021.

Sincerely,

A handwritten signature in blue ink, appearing to be "John J. Campbell", with a stylized flourish at the end.

John J. Campbell
Vice President, Sales and Marketing
Eagle Roofing Products
Email: johnc@eagleroofing.com
Cell: 407.235.5133

Build something great™



September 9, 2020

Boral Roofing
7575 Irvine Center Drive
Suite 100
Irvine, CA 92618

T: (949) 756-1605
F: (949) 756-2401

www.BoralRoof.com

Re: Boral Roofing, National Price Increase, Effective January 1, 2021

Dear Valued Customer,

Our industry has faced significant challenges in 2020, and as we continue to adapt to the new norms, our consistent goal at Boral is to deliver industry leading products while maintaining the safety of our customers, associates and community.

Due to significant increases in labor and material cost, Boral is announcing a price increase of 6%-9% across all product segments, effective on shipments January 1st. 2021. Specific pricing for all Standard Weight / Light Weight Concrete Field Tile & Trim Tile and Clay Field Tile & Trim Tile, as well as our Roof System Components, will be distributed to our sold-to partners in the coming weeks.

Your area Territory Manager or Regional Sales Manager will be in contact with you to discuss the details of this change. You may also call Customer Service at (800) 237-6637 if you have questions. Your partnership with Boral is greatly appreciated, and we want to thank you in advance for your continued support.

Sincerely,

A handwritten signature in black ink, appearing to read "David Odum".

David Odum
Senior Director of Sales

Sincerely,

A handwritten signature in black ink, appearing to read "Rod Guananche".

Rod Guananche
Director of Sales





We
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what
matters
most™

September 18, 2020

National Price Increase: Commercial Roofing Systems

Dear Customers:

Due to increased raw materials and supply chain costs, GAF will increase pricing of its commercial roofing products by 5-7%, effective November 2, 2020. Existing job quotes will be honored, but all new job quotes of TPO products and ISO Insulation will be subject to the increased prices.

Please contact your local GAF Territory Manager with any questions, and we remain grateful for your business.

A handwritten signature in black ink, appearing to read "P. Vollmar", with a horizontal line extending to the right.

Pete Vollmar
Sr. Vice President, Sales
Commercial Roofing Systems

PCD0520

Announcement

FIRESTONE BUILDING PRODUCTS ANNOUNCEMENT



Price Increase Announcement

DATE: 9.24.20

TO: Firestone U.S. Valued Customers

As a result of market conditions, Firestone Building Products will implement a price increase up to 7% effective November 2, 2020.

Product	Increase
EPDM & Related Accessories	3-5%
TPO & Related Accessories	5-7%
PVC & Related Accessories	3-5%
ISO	5-7%
Asphalt	3-5%
Metal	2-3%
Other Accessories	5-7%

Existing pricing commitments will be honored through documented expiration date. However, any new commitments after November 2, 2020 will be subject to the price increase.

Thank you for your continued support of Firestone Building Products.

If you have any questions regarding how this price adjustment will impact you, please reach out to your local [Firestone Sales Representative](#) or Regional Business Manager.

Sincerely,

Jason Flack
VP Sales, Firestone Building Products

FIRESTONE BUILDING PRODUCTS
250 4TH AVENUE SOUTH
NASHVILLE, TN 37203

FIRESTONEBPCO.COM

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Firestone
Firestone Building Products



September 30th, 2020

To: Atlas Polyiso Roof and Wall Insulation Customers

Subject: ACFoam and EnergyShield Polyiso Price Increase Notice – USA, Canada, Mexico

While it is our priority to manage costs effectively, and minimize any price increase to our customers, we find it necessary to raise prices due to a significant cost increase with raw materials used to make Atlas polyiso insulation products.

Effective with all shipments on November 2nd, 2020, Atlas will increase price 5-7% on all roof and wall insulation products.

Atlas will honor all existing project quotes throughout the remainder of 2020.

We appreciate you purchasing Atlas polyiso products.

Thank you,

Steve Heaton
Vice President
Atlas Roofing Corporation



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October 1, 2020

National Price Increase: Builder/Multi-Family

Dear Customers,

Thank you for your continued business and support as we have all responded to today's challenging market environment and the evolving impact of COVID-19.

As we have adapted to new market dynamics and increased operational costs, including investments in new technologies and improved health and safety measures, **GAF will increase pricing of its residential roofing products by 5-7%, effective January 1, 2021.** All orders shipped after January 1, 2021 will be invoiced at the new level.

This change will continue driving the innovation, service and support that you have come to expect from GAF, especially as we work to meet growing demand during the ongoing pandemic.

Please contact your local GAF Territory Manager with any questions, and we remain grateful for your business.

A handwritten signature in black ink, appearing to read "Jim Durkin", written in a cursive style.

Jim Durkin
Sr. Vice President, Sales
Residential Roofing Systems

PCD0121

IKO Sales, Inc.
6 Denny Road # 200
Wilmington, DE 19809



To: New Construction Builder / Multi Family Customers - USA

Date: October 1, 2020

Re: Price Increase – January 1, 2021

Thank you for your continued support during these challenging times.

Due to increased costs, including those associated with adapting to new health and safety protocols to protect our employees and customers, IKO is implementing a 5-7% increase on all residential steep slope roofing products and accessories, effective January 1, 2021 for all residential new construction and multi-family customers.

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

Scott Campbell
Vice President – West
IKO

Kevin Earnest
Vice President - East
IKO

EXTERNAL COMMUNICATION



To: **All USA / MEXICO ROCKWOOL Building Insulation Customers**
Date: Oct 1, 2020
From: Brian LeVoguer, Vice President Building Insulation

Re: **ROCKWOOL PRICE INCREASE ANNOUNCEMENT- USA/MEXICO: EFFECTIVE JANUARY 1, 2021**

Please be advised that ROCKWOOL will be raising its prices to customers in the US and Mexico on the following brands and products:

AFB®	+4%
CAVITYROCK®, CAVITYROCK® Black	+4%
COMFORTBATT® WOOD STUD R15, 23, 30	+7% Zone 6 and 7
COMFORTBATT® WOOD STUD R15, 23, 30	+5% All Other Zones
COMFORTBATT® STEEL STUD R10, 15, 24	+4%
COMFORTBOARD™ 80, COMFORTBOARD™ 110	+4%
CURTAINROCK®	+4%
ROCKBOARD®	+4%
ROCKWOOL® PLUS MB	+4%
SAFE™	+4%
SAFE 'N' SOUND®, SAFE 'N' SOUND® FLOOR	+4%
TOPROCK®	+4%

The above increase will apply to all orders shipped on or after January 1st, 2021 regardless of the date of order placement. New discounts will be provided by your ROCKWOOL representative soon.

If you have any questions regarding this announcement, please contact your ROCKWOOL sales representative or the undersigned.

We thank you for your continued loyalty to ROCKWOOL.

Yours truly,

A handwritten signature in blue ink, appearing to read 'Brian LeVoguer', is positioned above the printed name.

Brian LeVoguer
VICE PRESIDENT / BUILDING INSULATION | ROCKWOOL

Bulletin

October 5, 2020

Dear CertainTeed Roofing Customers:

US Builder/Multi-Family Roofing Products Price Adjustment:
Effective January 4th, 2021

Due to increasing costs, CertainTeed will be increasing Residential Roofing shingles and accessory items by up to 6% on new construction and multi-family business.

Your CertainTeed Territory Manager, Key Account Manager, or Sales Manager will be happy to answer any questions related to our price change to this group of customers.

We appreciate your continued support of CertainTeed Roofing Products.

Sincerely,



Doug Pietrick
Vice President, Sales
CertainTeed Exterior Products

Please distribute this notification to all of the appropriate people in your company.



CERTAINTEED LLC



October 6, 2020

Subject: New Construction & Multi Family Roofing Price Increase

Dear Owens Corning Residential Roofing Customer:

Owens Corning Sales, LLC is announcing a price increase of **5 to 7 percent** on all shingle and roofing accessory products, effective January 1, 2021. This increase will apply to all New Construction and Multi Family business.

Thank you for your business and continued support of Owens Corning. Please contact your Area Sales Manager with any questions.

Regards,

A handwritten signature in black ink that reads "Custer Livermore III".

Custer Livermore
VP, Sales



**Roof Shingle and Underlayment Products
Invoice Verification - New Construction
Price Increase Announcement
January 1st, 2021**

October 9th, 2020

Greetings Atlas Customers,

We appreciate your support and confidence during these challenging times amidst the pandemic and increased demand for building materials.

Due to increasing costs, Atlas is announcing a price increase of 5-7% for the Invoice Verification - New Construction segment on all shingle and underlayment products, effective January 1st, 2021. This notice is to communicate that all Invoice Verification - New Construction pricing expiring December 31, 2020 will be quoted up effective January 1st, 2021.

Your Atlas Sales Representative will communicate specific details for this customer segment and can assist you if you have any questions.

Sincerely,

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



November 1st, 2020

Dear Valued Customer,

The cost of raw materials and key components for our product categories have continued to increase over the past year and we expect this to continue. Specifically, we have seen increases including, but not limited to titanium dioxide, resins, solvents, containers and transportation. Unfortunately, we can no longer absorb these increases with productivity gains and efficiencies.

Effective January 1, 2021 the Geocel and Kool Seal brands will be increasing prices on core categories, including:

- Sealants +2.0%
- Coatings +2.0%
- Aerosols +4.0%

Our sales teams will be following up to discuss the specifics of these changes as it relates to your business.

You have our continued commitment to do everything possible to keep operating costs down without sacrificing product quality and service.

If you have any questions, please contact your local or regional sales representative. As always, thank you for your valued business and your continued support!

Sincerely,



Patrick Noble
Director of Sales - Roofing Solutions Group
The Sherwin-Williams Company



November 4, 2020

Dear Valued Customer:

We are announcing updates to the DaVinci pricing program, effective January 4, 2021.

Rising raw material costs, increased shipping fees and the need for additional COVID-19 safety measures have all combined to necessitate a price increase. We believe the 2021 pricing continues to provide the most customer-friendly pricing program in our industry.

DaVinci will increase Distributor Pricing 5-8% across all products.

This is effective with all new purchase orders received as of January 4, 2021. This pricing replaces all previous pricing and special programs. Price sheets and quote calculator will be available by 12/7/20.

We are expanding our manufacturing facilities in Lenexa to continue our high level of service. With our expanded facility, we are well positioned to maintain continuity of supply.

Our Customer Service Team continues to work remotely. You can reach us at 800-328-4624 and phones will be answered from 8:00 a.m. – 5:00 p.m. (CDT) Monday-Friday. Calls received outside of business hours will be returned as soon as possible the next business day.

Finally, we want to thank you, our loyal customer, for trusting us with your business!

Mark Pagel
General Manager



November 6, 2020

Dear Valued Customer:

Thank you very much for your business, support and friendship over the years. All of us at Air Vent appreciate the relationships we enjoy with you and understand that without you, we would not be here.

We have worked diligently throughout the COVID pandemic to keep you supplied with product, while keeping our team members safe. Thank you for your patience as we have worked 24/7 to fill unprecedented volume of orders this year. During the last few months, we have incurred many cost increases due to social distancing requirements in our facilities, substantial increases in labor costs, double digit freight increases, tariffs, as well as increases in steel, aluminum, plastic and packaging material. As a result, I am writing to advise you of a necessary price increase that will take effect on all orders placed on and after January 4, 2021. The increase amount is 5% on all products.

Your local Air Vent representative will discuss the details of this increase and answer any questions you may have. Once again, we appreciate your business and we will continue to work hard to supply high quality ventilation products at competitive prices, with the high level of service and support you have come to expect from our company.

Sincerely,

A handwritten signature in black ink that reads 'Donnie Anderson'.

Donnie Anderson
Vice President of Sales
Air Vent, Inc.



We
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November 6, 2020

National Price Increase: Residential Roofing Products

Dear Customers,

Thank you for your continued business and support as we have all responded to today's challenging market environment and the evolving impact of COVID-19.

As we have adapted to new market dynamics and increased operational costs, including increases in transportation, **GAF will increase pricing of its residential roofing products by 4-6%, effective February 1, 2021.** All orders shipped after February 1, 2021 will be invoiced at the new level.

This change will enable us to continue driving the innovation, service and support that you have come to expect from GAF, especially as we work to meet growing demand during the ongoing pandemic.

We remain grateful for your partnership. Should you have any questions, please contact your local GAF Territory Manager.

A handwritten signature in black ink, appearing to read "Jim Durkin", written in a cursive style.

Jim Durkin
Sr. Vice President, Sales
Residential Roofing Systems

PCD0321



November 12, 2020

Subject: Residential Roofing Price Increase

Dear Owens Corning Residential Roofing Customer:

Owens Corning Sales, LLC is announcing a price increase of **4 to 6 percent** on all shingle and Owens Corning branded roofing accessory products, effective **February 1, 2021**.

This increase will apply to all shipments on or after **February 1, 2021**, regardless of order entry date. As this date approaches, we will communicate specific increase amounts by product.

Thank you for your business and continued support of Owens Corning. Please contact your Area Sales Manager with any questions.

Regards,

A handwritten signature in black ink that reads "Custer Livermore III".

Custer Livermore
VP, Sales

Bulletin

November 13, 2020

Dear CertainTeed Residential Roofing Customers:

US Residential Roofing Products Price Increase:
Effective February 1, 2021

CertainTeed will increase prices on all residential roofing products by up to 6% effective as of February 1, 2021.

Orders shipped on or after February 1, 2021 will be invoiced at the new price, regardless of the order entry date. Your CertainTeed Roofing Territory Manager will contact you with specific price increase amounts, by product, and will be happy to answer any questions that you may have.

We appreciate your continued support of CertainTeed Residential Roofing Products.

Sincerely,



Doug Pietrick
Vice President, Sales
CertainTeed Exterior Products

Please distribute this notification to all of the appropriate people in your company.



CERTAINTEED LLC



Roof Shingle and Underlayment Products Price Increase Announcement February 1st, 2021

November 16th, 2020

Greetings Atlas Customers,

We appreciate your support and confidence during these challenging times. Atlas continues to work through the operational, transportation, and supply chain challenges brought about by the COVID-19 pandemic.

Due to increased operating costs, Atlas is announcing a 5% to 7% price increase for all shingle, underlayment and ventilation products, effective February 1st, 2021.

The price increase will apply to all shipments on or after February 1st, 2021, regardless of order placement date. Your Atlas Sales Representative will communicate the exact amounts by product prior to February 1st.

If you have any questions, please contact your Atlas Sales Representative.

Sincerely,

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





To: All IKO Customers – USA
Date: November 16, 2020
Re: Price Increase – February 1, 2021

Due to increased operational costs, IKO is implementing a price increase of 4-6% for residential and commercial roofing products and accessories **effective with orders shipping on or after February 1, 2021.**

All orders shipping on or after February 1, 2021, will be invoiced at the new price level regardless of order entry date.

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

Thank you for your continued support of IKO.

Scott Campbell
VP of US Sales – West
IKO

Kevin Earnest
VP of US Sales – East
IKO

November 18, 2020

To Malarkey Roofing Products United States Customers:

Malarkey Roofing Products® is announcing a 5-7% price increase on all Residential and Commercial Roofing Products. This increase will go into effect for all United States Customers on Monday February 1, 2021.

Our field representatives and regional management will be working with you prior to the increase for pricing adjustments for your territory.

Orders shipped on or after February 1, 2021 will be invoiced at the new price regardless of order date.

Thank you for your continued support of Malarkey Roofing Products.



Rich Robbins
Vice President | Sales & Marketing

Brian Whelan

From: Lamar Anderson <InsulationCommunications@owenscorning.com>
Sent: Monday, November 23, 2020 4:01 PM
To: Brian Whelan
Subject: [EXT] Owens Corning Insulation | FOAMULAR® price increase, effective Feb. 22, 2021

Owens Corning Sales, LLC
One Owens Corning Parkway
Toledo, Ohio 43659
419.248.8000



November 23, 2020

Dear valued Owens Corning Foamular® insulation customer,

Owens Corning Sales, LLC ("Owens Corning") will increase U.S. prices on **all orders shipping on or after February 22, 2021** as follows:

Product Name	Increase
FOAMULAR® Extruded Polystyrene (XPS) Foam Board Products	8%
FanFold Underlayment Board	8%
HomeSealR®, JointSealR®, and FlashSealR® Tape	5%

Full truck or CPU orders with scheduled ship dates prior to February 22, 2021 will receive current pricing. **Orders placed after February 8, 2021 will not be guaranteed to ship prior to the increase.** All orders shipping on or after February 22, 2021 will be priced at the new levels. Owens Corning reserves the right to limit the quantity of orders placed in advance of this increase.

All new **commercial job quotes for projects shipping on or after November 23, 2020**, will reflect the increased price. All prior job quotes will be honored in the near term and will be managed on an individual basis.

New list price sheets will be issued, and your Owens Corning area sales manager will be contacting you to review your new prices.

Please note that pricing for Foamular® NGX™ will be handled separately. As a reminder, Foamular® NGX™ will be available in January 2021 for all customers throughout the United States. Foamular® NGX™ price sheets will be issued by

December 4, 2020 in the following US states: California, Colorado, Maryland, New Jersey, New York, Vermont, and Washington. Price sheets for all remaining states will be issued by December 18, 2020.

Thank you for your continued support of Owens Corning products and the opportunity to serve you. Please discuss any specific needs with your Owens Corning area sales manager.

Sincerely,

A handwritten signature in black ink that reads "Lamar Anderson" followed by a long horizontal flourish.

Lamar Anderson
General Manager

This email was sent by: Owens Corning
1 Owens Corning Pkwy
Toledo, OH, 43659, US

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Brian Whelan

From: Lamar Anderson <InsulationCommunications@owenscorning.com>
Sent: Monday, November 23, 2020 4:01 PM
To: Brian Whelan
Subject: [EXT] Owens Corning Insulation | FOAMULAR® price increase, effective Feb. 22, 2021

Owens Corning Sales, LLC
One Owens Corning Parkway
Toledo, Ohio 43659
419.248.8000



November 23, 2020

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Owens Corning Sales, LLC ("Owens Corning") will increase U.S. prices on **all orders shipping on or after February 22, 2021** as follows:

Product Name	Increase
FOAMULAR® Extruded Polystyrene (XPS) Foam Board Products	8%
FanFold Underlayment Board	8%
HomeSealR®, JointSealR®, and FlashSealR® Tape	5%

Full truck or CPU orders with scheduled ship dates prior to February 22, 2021 will receive current pricing. **Orders placed after February 8, 2021 will not be guaranteed to ship prior to the increase.** All orders shipping on or after February 22, 2021 will be priced at the new levels. Owens Corning reserves the right to limit the quantity of orders placed in advance of this increase.

All new **commercial job quotes for projects shipping on or after November 23, 2020**, will reflect the increased price. All prior job quotes will be honored in the near term and will be managed on an individual basis.

New list price sheets will be issued, and your Owens Corning area sales manager will be contacting you to review your new prices.

Please note that pricing for Foamular® NGX™ will be handled separately. As a reminder, Foamular® NGX™ will be available in January 2021 for all customers throughout the United States. Foamular® NGX™ price sheets will be issued by

December 4, 2020 in the following US states: California, Colorado, Maryland, New Jersey, New York, Vermont, and Washington. Price sheets for all remaining states will be issued by December 18, 2020.

Thank you for your continued support of Owens Corning products and the opportunity to serve you. Please discuss any specific needs with your Owens Corning area sales manager.

Sincerely,

A handwritten signature in black ink that reads "Lamar Anderson" followed by a long horizontal flourish.

Lamar Anderson
General Manager

This email was sent by: Owens Corning
1 Owens Corning Pkwy
Toledo, OH, 43659, US

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November 23, 2020

TO: TAMKO CUSTOMERS
FROM: Stephen A. McNally, Vice President Sales/Marketing
RE: BULLETIN - Price Increase – Effective February 8, 2021

A handwritten signature in black ink, appearing to read "Stephen", is positioned to the right of the "FROM:" line.

Due to the continued rise in costs associated in the manufacture of building materials, TAMKO Building Products will be implementing a general price increase of up to 6% on all Residential Roofing Products, including New Construction and Multi-Family, with shipments effective Monday February 8, 2021.

TAMKO reserves the right to implement additional price increases, modify job quotes and other existing price adjustments, adjust increase percentage for regional variances in new construction and multi-family pricing, delay if required by law, or accelerate implementation of this price increase in advance of the general price increase of Monday February 8, 2021. This February 8 effective date price increase is in addition to any implementation of previous price increase announcements in the States of Texas, Louisiana, Mississippi, Alabama, Iowa and Florida, for which implementation was delayed by state-of-emergency orders and which will become effective upon expiration of those orders.

All orders shipped on or after Monday February 8, 2021, will be invoiced at the new prices, regardless of order entry date. Should you have any questions, please contact your TAMKO Account Representative.

As always, thank you for your continued support of TAMKO Building Products.

sam/bb
Bulletin. Price Increase Monday February 8, 2021



PRICE INCREASE ANNOUNCEMENT

December 17, 2020

To our Valued Customers:

The last several months have been unprecedented for our industry and we thank you for your support and partnership. COVID-19 has impacted manufacturers' production to a level that will result in supply shortages lasting well into Q2 2021 at a minimum.

The manufacturers are adapting to new market dynamics and incurring additional operational costs including increases in transportation and everyday production standards. Citing these underlying reasons, as well as unprecedented levels of demand, manufacturers must pass this increased cost to distribution partners. In addition to the material increases, we must also continue to provide an increasingly complex and safe service platform to you, our customers. Accordingly, we are announcing a 7-10% increase on all residential roofing shingles and accessories.

To give you time to prepare, our increases will be effective with shipments on or after February 1, 2021. We encourage you to incorporate these increases into your job bids and quotes.

For real-time information related to roof material orders, invoices, pricing, deliveries, and more, visit www.roofhub.pro from your desktop or mobile device.

Thank you for your continued business and support. We look forward to continuing as your supplier partner of choice and remain committed to providing exceptional service.

Sincerely,

Jeremy Goldschmeding
EVP Building Products Division
SRS Distribution



January 7, 2021

To: Manufacturers' Representatives & Distributors

Re: Carlisle SynTec Systems Price Increase – Effective March 1, 2021

The industry finds itself in a rapidly changing raw material environment impacting both cost and supply. Since our last announced increase, costs for cold rolled steel, crude, propylene and benzene have risen significantly. The magnitude and volatility of the cost increases far exceeded our previous forecast. Additionally, the positivity surrounding the vaccine news emphasizes the supply/demand challenges. As a result, Carlisle will implement the following price increase effective March 1, 2021.

Product	Increase
All TPO & EPDM Membrane	\$.02/FT2
All PVC Membrane	\$.03/FT2
All FleeceBACK & SAT Membrane	\$.03/FT2
Polyiso Insulation (Flat/Taper)	\$.01-\$.015/BFT
Metal Insulation & Seam Plates	20%
Metal Base Sheet Fasteners & ASAP Fasteners	15%
Induction Plates	10%
All Other Fasteners	5%
All Other Accessories	5%
All Other Value Added Products (APEEL, CGF, etc.)	5%

Existing quotes with expiration dates after March 1st will be honored, however all new quotes with expiration dates after March 1st will include these increases. New orders must ship prior to March 1st in order to receive current pricing.

Updated membrane/iso price documents and accessory price book will be provided by January 22, 2021.

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

Sincerely,

Frank Palmer
National Sales Director, Carlisle SynTec Systems



January 8, 2021

To: Carlisle Authorized Applicators

Re: Carlisle SynTec Systems Price Increase – Effective March 1, 2021

The industry finds itself in a rapidly changing raw material environment impacting both cost and supply. Since our last announced increase, costs for cold rolled steel, crude, propylene and benzene have risen significantly. The magnitude and volatility of the cost increases far exceeded our previous forecast. Additionally, the positivity surrounding the vaccine news emphasizes the supply/demand challenges. As a result, Carlisle will implement the following price increase effective March 1, 2021.

Product	Increase
EPDM, PVC & TPO Membrane	5%
Metal Insulation & Seam Plates	20%
Metal Base Sheet Fasteners & ASAP Fasteners	15%
Induction Plates	10%
All Other Fasteners	5%
All Other Accessories	5%
Polyiso Insulation (Flat/Taper)	5%
All Other Value Added Products (APEEL, CGF, etc.)	5%

Existing quotes with expiration dates after March 1st will be honored, however all new quotes with expiration dates after March 1st will include these increases. New orders must ship prior to March 1st in order to receive current pricing.

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

Sincerely,

Frank Palmer
National Sales Director, Carlisle SynTec Systems



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January 8, 2021

National Price Increase: Commercial Roofing Systems

Dear Customers:

Due to increased raw materials and freight costs, GAF will increase pricing of its commercial roofing products, effective March 1, 2021. Existing job quotes will be honored, but all new job quotes will be subject to the increased prices. Increased products and amounts are listed below.

Product	UOM	Increase
Polyiso Insulation (Flat/Taper)	BDFT	\$0.01-\$0.015
TPO	SQFT	\$0.02
PVC	SQFT	\$0.03
All Fleeceback & Self Adhered Membranes	SQFT	\$0.03
Metal Insulation & Seam Plates		20%
Metal Base Sheet Fasteners & ASAP Fasteners		15%
Induction Plates		10%
All Other Fasteners		5%
All TPO & PVC Accessories		5%
Adhesives		5%
BUR	RL	\$1.50
APP	RL	\$2.50
SBS (including Liberty)	RL	\$3.50

Please contact your local GAF Territory Manager with any questions, and we remain grateful for your business.

Pete Vollmar
Sr. Vice President, Sales
Commercial Roofing Systems

PCD0621

BUILDING TRUST



Steve Dubin

Architectural Development & Sales Manager
Sales

Sika Corporation

210 Lyon Dr. · Fernley · NV · 89408 · United States
Phone: +1 775-575-4849 · Mobile: +1 707-392-7269
dubin.steve@us.sika.com · www.sika.us

From: Jason Wallace <jwallace@idimn.com>

Sent: Friday, January 8, 2021 8:15 AM

To: Steve Dubin <dubin.steve@us.sika.com>

Subject: [EXT] FW: Hunter Panels Roofing Price Increase Announcement

FYI

Subject: Hunter Panels Roofing Price Increase Announcement

Click [here](#) if you are having trouble viewing this message.



15 Franklin Street – Portland, Maine 04101

Ph: 207.761.3678 / 888.746.1114 Fax: 207.775.1769 / 877.775.1769

TO: Hunter Panels Roofing Customers
DT: January 8, 2021

Price Increase Announcement - Effective March 1, 2021

The industry finds itself in a rapidly changing raw material environment impacting both cost and supply. Since our last announced increase, costs for crude, propylene and benzene have risen significantly. The magnitude of the cost increases far exceeded our previous

forecast. Additionally, the positivity surrounding the vaccine news emphasizes the supply/demand challenges. As a result, Hunter Panels will implement the following price increase effective March 1, 2021.

Polyiso Roof Insulation (Flat/Tapered) 5%

Existing quotes with expiration dates after March 1st will be honored, however all new quotes with expiration dates after March 1st, will include this increase. New orders must ship prior to March 1st in order to receive current pricing.

We regret the need to pass along this increase and will continue to do our best to mitigate them whenever we can. Should you have any questions please contact me, your respective Hunter regional manager or your local Hunter sales representative.

Thank you for your understanding and continued support.

Sincerely,

A handwritten signature in blue ink that reads "Matt Peterson".

Hunter Panels
General Manager

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Steel prices reach levels not seen since 2008

New capacity won't affect market until late 2021, so current pricing levels may be here for a while

By [John Packard](#) and [Tim Triplett](#) | January 18, 2021 | [Join Discussion](#)

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Hot-rolled steel prices have reached levels not seen since 2008. They are expected to fall, but when will that happen? *Getty Images*

The benchmark price for hot-rolled steel reached a new record high of \$1,080/ton last month, according to our check of the market Jan. 11-12. That surpasses the previous high of \$1,070/ton recorded by [Steel Market Update](#) (SMU) in 2008, and it leaves steel buyers with some important questions:

- How much higher can steel possibly go?
- When will the price peak?
- Will the eventual correction be a gradual decline or a dramatic death spiral as in 2008?

As fabricators and manufacturers are well aware, [steel is in tight supply](#). Mills idled capacity in the spring in response to the coronavirus shutdowns and have been in no rush to bring it all back online. Tariffs imposed by the Trump administration continue to discourage imports. Demand among the steel-consuming industries is surprisingly robust, unlike the service sector of the economy, which is disproportionately impacted by COVID-19.



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Vol. 21, No. 6 · February 8-16, 2021

Multiple materials price hikes persist; Dodge Momentum Index shows commercial/institutional split

Materials prices and delivery problems continue to rise sharply. One reader received a letter on Tuesday from a southern-based structural-steel distributor that reported that, since August, prices for hollow structural section (HSS) "tube/pipe products have increased 56%. WF [wide-flange] prices have increased 24%. While these materials are available, lead times for these products have been extended. These increases and extended lead times are forecast to continue into second quarter [Q2] of the year, potentially further." Trade publication Random Lengths reported today that its framing-lumber composite price hit an all-time high of \$963 per 1000 board-feet today, eclipsing the record set last September and more than double the year-earlier level. The nationwide average price of diesel fuel increased by 6.3 cents per gallon to \$2.80, the Energy Information Administration



February 9, 2021

Dear Valued OMG Partner,

We would like to thank you for your continued support as we work to navigate the challenges of the last twelve months together. The COVID-19 pandemic continues to generate an unprecedented environment which has resulted in supply disruption to the commodities and transportation markets. For example, steel demand is significantly exceeding supply, resulting in customer allocations and mills not accepting orders at this time. The supply constraints are further contributing to rising material costs and suppliers forecast this disruption will continue into the foreseeable future. As a result of these increases in input costs, OMG will be implementing a price increase effective March 22, 2021. New price books will be distributed by March 8 with pricing adjustments between 5-15% based upon specific product line impact.

OMG is also experiencing significant service disruptions from our key suppliers, including longer lead times and diminished quantities on our raw material deliveries. This is impacting production and lead times across our diverse product portfolio, including fasteners and plates, adhesives, and drains.

OMG is working tirelessly to manufacture and supply our customers at the highest level possible. Our team is exploring all supply chain solutions to support you and your team as we weather this together. Our sales team is working closely with our operations team to provide consistent communication and updates. We are actively monitoring purchase orders and reserve the right to restrict extraordinary purchase order activity.

We apologize in advance for the challenges and disruption the commodity constraints will have on you and your business. Thank you for your continued support of OMG Roofing Products. Please contact your OMG Sales Representative if you have any questions.

Sincerely,

A handwritten signature in black ink that reads "Brian S. Wroblewski". The signature is written in a cursive style with a large, sweeping flourish at the end.

Brian Wroblewski

Director National Sales

4401 Page Avenue
Michigan Center, MI 49254
800.248.4010
www.hbfuller.com/roofing



February 10, 2021

Mr. Mark Boudway
Vice President of Procurement
Sika Sarnafil, Inc.
100 Dan Road
Canton, MA 02021

Dear Mark:

Effective April 10, 2021, H.B. Fuller's Roofing Business Unit will increase the selling price of our polyurethane adhesives by 8.0% - 13.0% depending upon the product sku and package type. This price increase will be effective for all orders *shipped on or after* the effective date. This increase essentially reverses only a portion of our previous two price decreases from 2019 and 2020, and your prices will remain below 2018 levels after this increase. Your individual pricelist is attached.

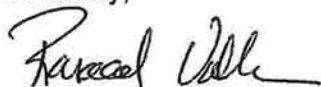
Beginning in the late summer of 2020 urethane raw material supply, particularly methylene diphenyl diisocyanate (MDI) and polyol, became restricted and prices began increasing substantially. These two ingredients drive over 85% of the raw material cost input for our urethane adhesives. There are many reasons for these raw material increases, included among them are:

- Significant increase in demand for these materials coming out of the Covid-19 recession
- Supply disruption caused by producer maintenance turn-arounds and the active hurricane season in Louisiana, a key production hub. A total of 6 storms impacted the region in 2020 with the most devastating being Hurricane Laura. Several material suppliers formally declared force majeure.
- This month, propylene, a key component of polyether polyols, has increased to expected all-time high prices, giving further support to increasing urethane raw material prices.
- Significant increases in all modes of transportation throughout the materials Supply Chain.

The raw materials used to manufacture our urethane adhesives have increased greater than 30% since September 2020. During this period H.B. Fuller had held our pricing firm demonstrating our commitment to stability in market pricing, while providing our customer-partners clarity in their job bidding processes. Unfortunately, instead of easing, the recent increases have remained, and the forward raw material pricing outlook continues to be inflationary.

Upon request, your Account Manager can provide you with more detailed information regarding these cost increases. H.B Fuller Construction Adhesives sincerely appreciates your business. Please be assured that this increase is necessary as we strive to maintain our position as an innovative, reliable supplier of high-quality specialty adhesives, tapes & sealant our Industry.

Sincerely,



Ronald Vollmer
Vice President Roofing Products, H.B. Fuller Construction Adhesives



RT3 BLOG

Roofing industry seeing material prices rising

Posted on [February 17, 2021](#)

By Heidi J. Ellsworth, RCS Partner.

Prices are expected to continue to rise through 2021.

When the COVID-19 pandemic struck the U.S. in spring of 2020, the roofing industry had to adapt and adjust their business operations. As manufacturers were forced to slow or stop production and shipping became a challenge, contractors found it harder to get much-needed materials. Now, roofing companies are experiencing price increases for all types of building and roofing products.

The lumber industry continues to see price increases and according to the National Home Builders Association, “Lumber prices increased 14.9% in August, marking [the largest four-month gain](#) since such data was first recorded in 1949 and the second-largest gain since seasonally adjusted data became available in 1975.”

Shingle allocations and price increases have also been prevalent throughout 2020 due to high levels of storm-related re-roofing and limited raw materials. According to a [roofing contractor's website](#), “This week a roofing manufacturer put out a 4-6% price increase effective August 17 which follows two other shingle manufacturers with 2-7% increases and a fourth manufacturer following with their increase.”

A key component used by most manufacturers is asphalt which is seeing its own price increases. According to Bud Polston of [United Asphalts](#), there are widespread price increases with asphalt due to how it is processed. The demand for gasoline has been uneven in 2020 and jet fuel has seen a huge decrease in demand. [According to Deloitte Insights](#), “Demand for gasoline has risen as more cars have returned to the road and as shops, retail stores and restaurants have reopened. However, demand for jet fuel has remained anemic, with U.S. demand still half of its pre-COVID-19 levels, as many people defer air travel.”

The lack of demand for jet fuel has a trickle-down effect on the amount and cost of producing/refining asphalt. According to information gained by United Asphalts from a refinery source, “Covid related lockdowns nationwide are impacting primarily gasoline and jet fuel (both lower demand and lower pricing). Most refineries cannot make asphalt and resid (oil products that remain after petroleum has been distilled) without also making gasoline and jet fuel and it appears that black oil production across the U.S. has decreased as a result. This is leading to higher market prices for resid and asphalt on account of the decreased production and to incentivize more production. Although the market price has increased, it is still not high enough to offset our incremental production costs of asphalt and resid.”

This is not something that roofing manufacturers are pleased about but it is a fact that there will be price increases and roofing contractors should be aware. The [Associated Builders and Contractors](#) Chief Economist, Anirban Basu stated in a recent press release, “This dynamic (of building material price increases) is already observable, for example, in the prices of softwood lumber. As America's single-family housing construction boom continues, many builders are ordering softwood lumber. With suppliers collectively lacking the near-term capacity to easily fill these orders, prices were spiking for much of 2020. Similar conditions may influence other commodities later this year as global growth accelerates. This means that contractors need to think long and hard about the existence and structure of escalation clauses as they negotiate future work.”

In November and December of 2020, United Asphalts was hit with significant increases to the price of raw materials. They recently announced, “We are forced to increase our prices by an average of 10% in all markets for many reasons, including the ongoing ripple effects of the COVID-19 pandemic.”

So, although many manufacturers must pass on price increases, they are more committed than ever to extreme customer service. “We are working with all of our customers for long-term forecasting our roofing asphalts so they can bid and complete jobs profitably,” stated Polston.

And this is being found in the metal industry too. [Roof Hugger](#) recently announced, “As most of you are aware, several costs increase in steel have been announced in addition to some constriction in material availability. Roof Hugger, like many other fabricators, has found it necessary to pass along a portion of these material increases. We have done our best to minimize the increase and we are carefully monitoring our inventory levels.”

They continue, “Please take note that with the uncertainty of steel costs, pricing will be good for a period of 14 days from the quote date and subject to review, thereafter, please qualify your proposals to reflect these limits. Roof Hugger is still committed to providing the best customer service and product quality as we have always been known.”

Now more than ever a strong relationship with your manufacturers and distributors is essential. Good communication on upcoming material shortages, allocations or price increases is crucial to roofing contractor’s business.

Posted in [Roofing](#), [RT3](#)

Tagged [Contractors](#), [Price increases](#), [RoofersCoffeeShop](#), [Roofing](#)

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By: Alex Carrick on February 19th, 2021

Soaring Lumber & Steel Prices Confirmed by Latest PPI Results

ECONOMIC NEWS

Soaring lumber and steel prices are all the talk in construction circles these days.



Short of going directly to suppliers or specialty newsletters for information, the best source of data on construction material cost movements is to be found in the [Producer Price Index](#) figures published by the Bureau of Labor Statistics.

The January 2021 PPI numbers confirm that lumber- and steel-related markets, as well as some others, are, indeed, 'hot.'

Graph 1 sets out PPI percentage changes for 15 crucial construction material inputs over two distinct time frames, the past year and the latest three months.

On a year-over-year basis, the biggest price movements have been recorded by

softwood lumber, +73.0%; particle board and oriented strand board (OSB), +70.3%; iron and steel scrap, +50.8%; plywood, +35.6%; copper wire and cable, +12.5%; and prefabricated metal buildings, +12.4%.

Over the past three months, the advances have been led by iron and steel scrap, +53.0%; diesel fuel, +24.6%; regular gasoline, +20.9%; asphalt, +15.4% (although it's still -15.6% y/y); copper wire and cable, +9.2%; steel bars, plates and structural shapes, +8.1%; prefabricated metal buildings, +7.9%; aluminum mill shapes, +7.7%; and gypsum, +7.0%.

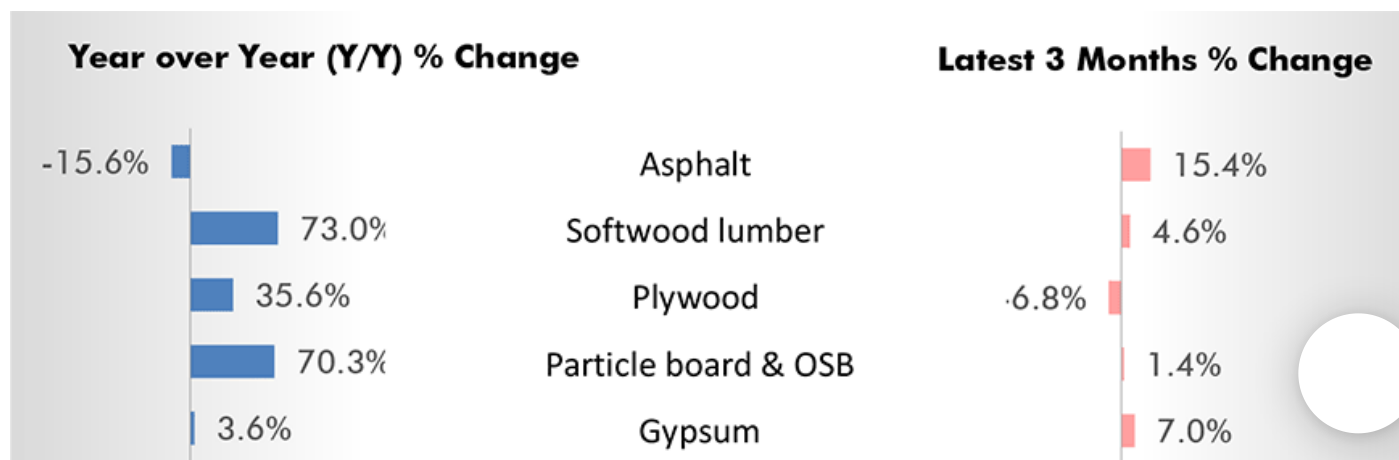
Demand (with accompanying cost increases) for materials derived from the forestry sector are being driven by an upsurge in single-family home building and a heightened enthusiasm for renovation projects on the part of stay-at-home workers. The three lumber-related curves in Graph 2 have broken above previous peaks recorded over the last 20 years.

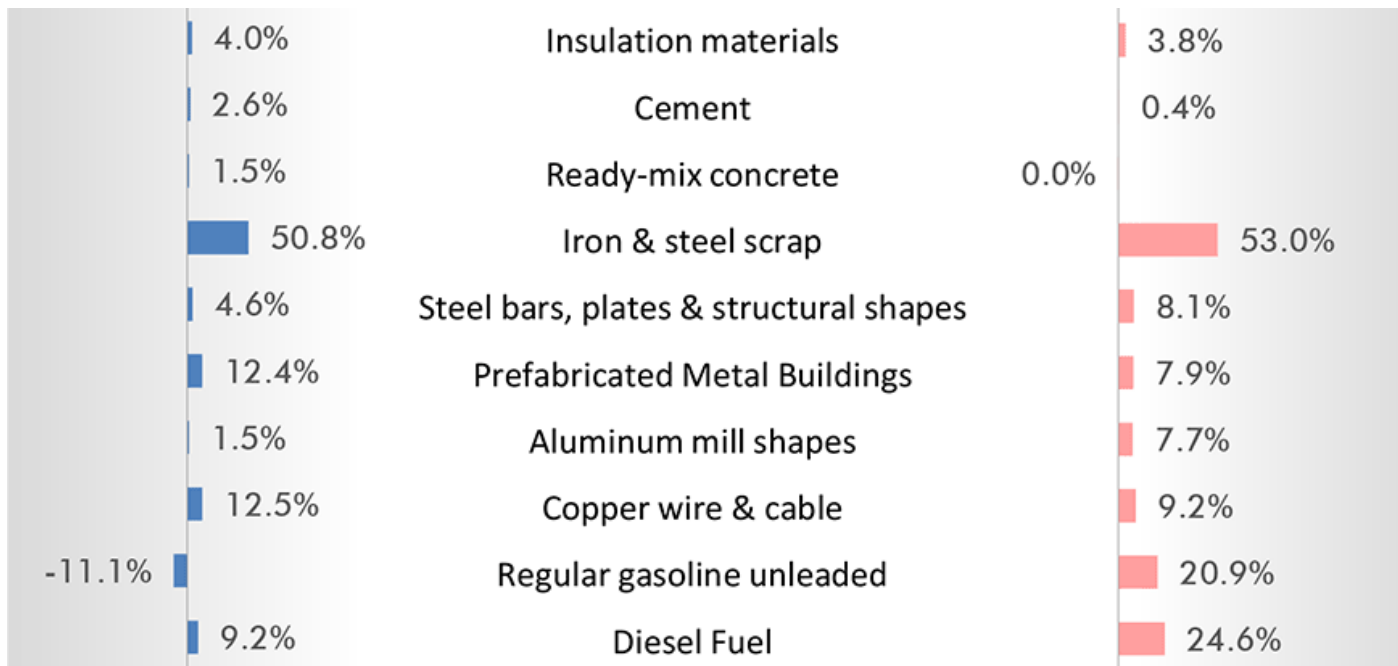
Steel prices have been more elevated in the U.S. than elsewhere around the world. With people less willing to take public transit during the pandemic, the popularity of used cars and trucks (not to mention bicycles) has spiked, diminishing the availability of the steel scrap that goes into electric-arc furnaces (see iron and steel scrap in Graph 3).

China was struggling with extreme excess capacity in steelmaking, but that's likely to become less of a problem as Beijing embarks on a new round of massive infrastructure spending.

U.S. steel prices are generally expected to soften as 2021 unfolds, with lines being re-opened and additional production from new mills in Kentucky and Texas coming onstream.

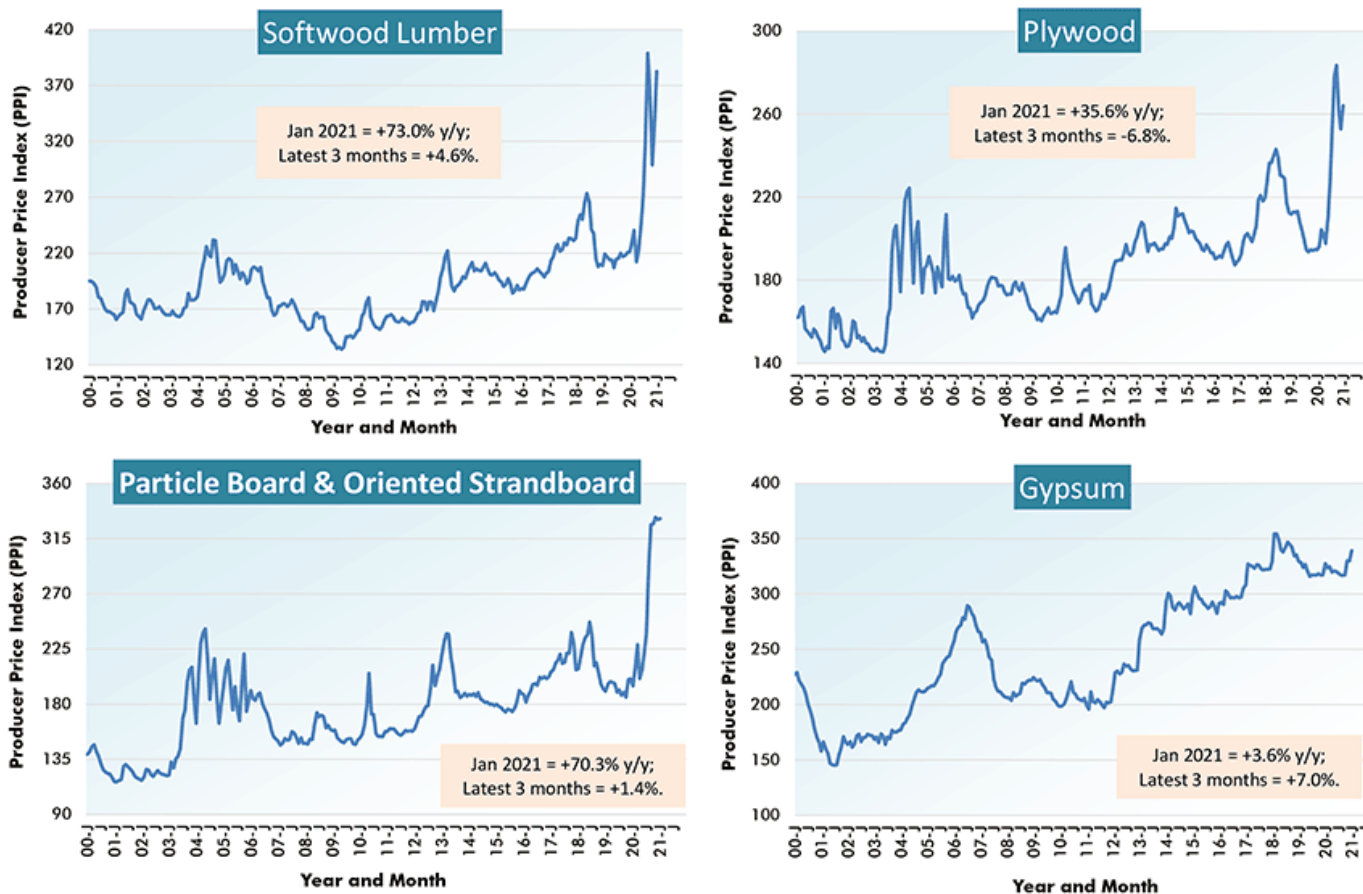
**Graph 1: U.S. Construction Material Cost Changes
From Producer Price Index (PPI) Series - January 2021**





Data source: Bureau of Labor Statistics (BLS).
Charts: ConstructConnect.

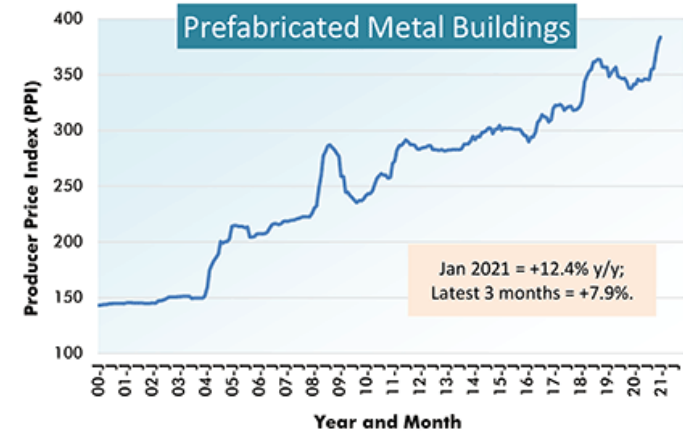
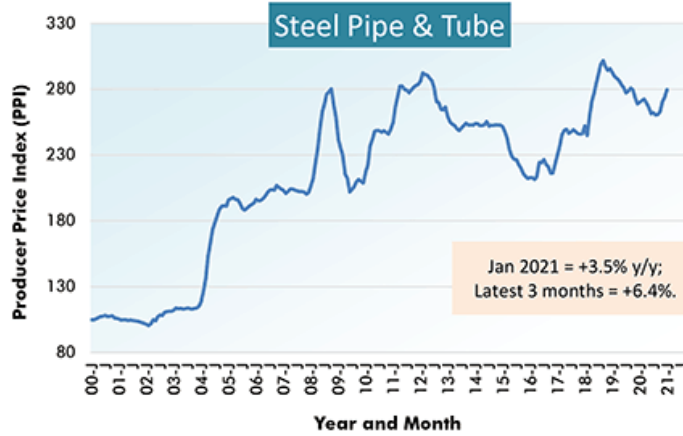
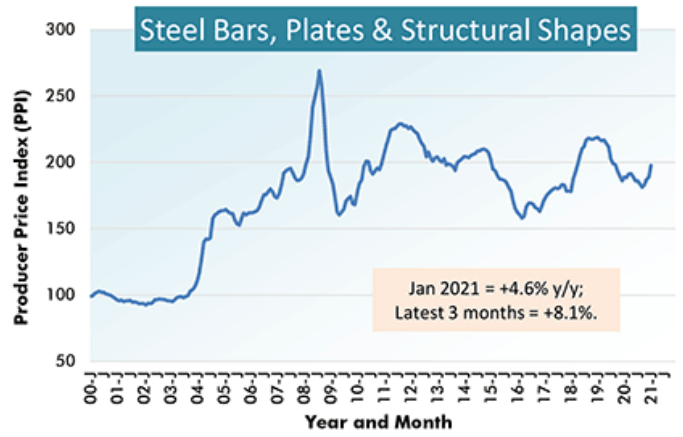
Graph 2: U.S. Construction Material Costs (1) - From Producer Price Index (PPI) Series



The last data point are for January, 2021.

Data source: U.S. Bureau of Labor Statistics (BLS), Producer Price Index (PPI) series, not seasonally adjusted.
Charts: ConstructConnect.

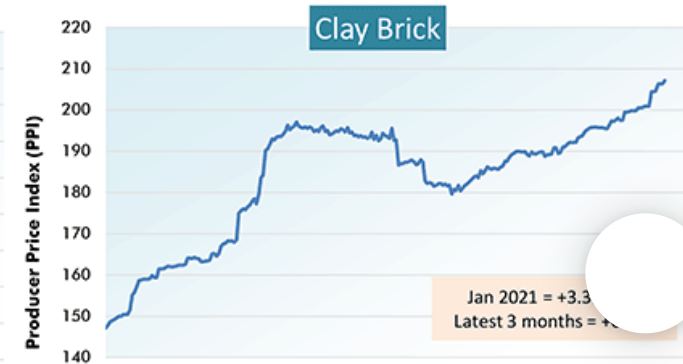
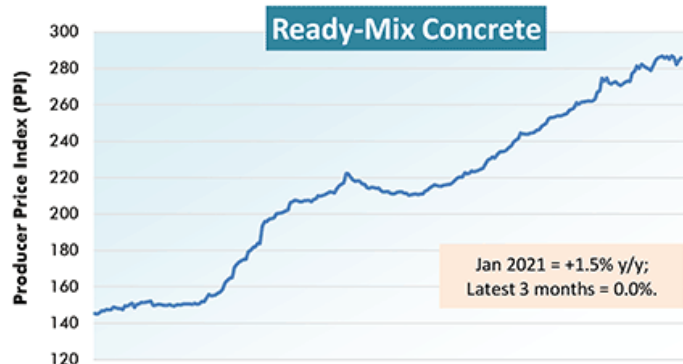
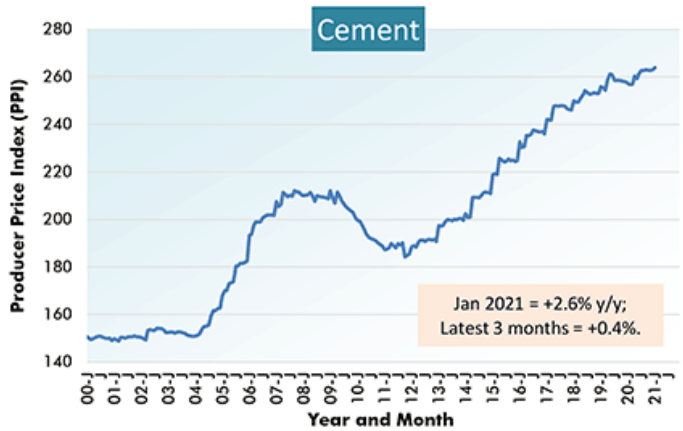
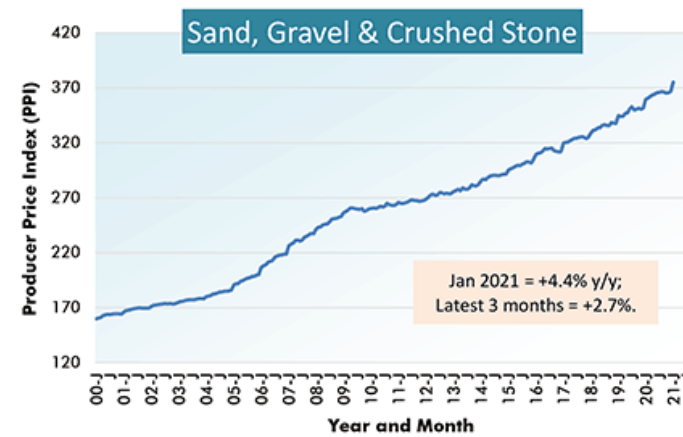
Graph 3: U.S. Construction Material Costs (2) - From Producer Price Index (PPI) Series

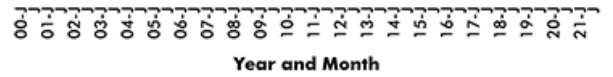
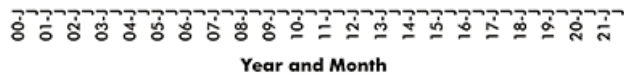


The last data point are for January, 2021.

Data source: U.S. Bureau of Labor Statistics (BLS), Producer Price Index (PPI) series, not seasonally adjusted (NSA).
Charts: ConstructConnect.

Graph 4: U.S. Construction Material Costs (3) - From Producer Price Index (PPI) Series

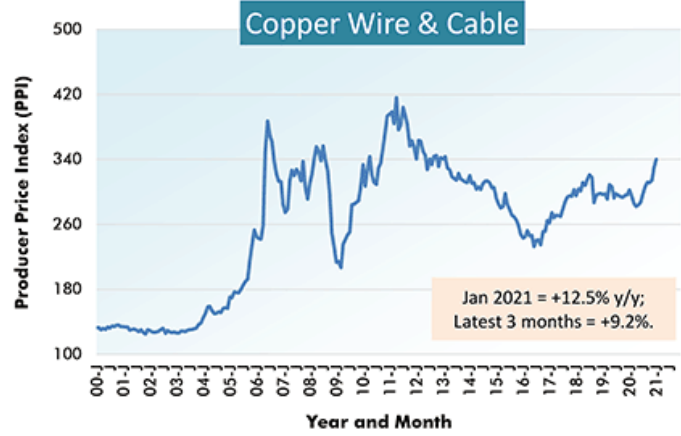
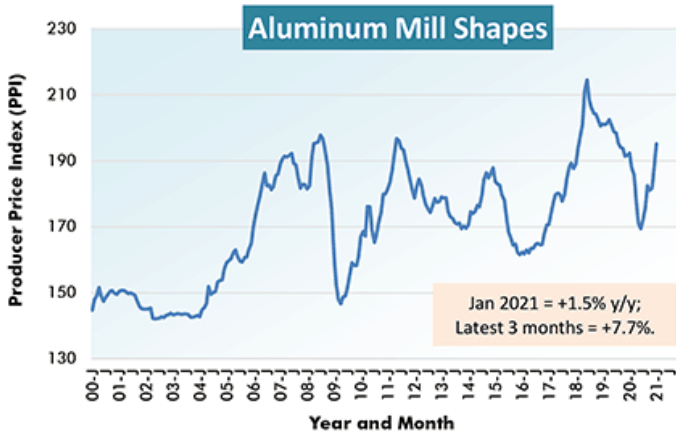
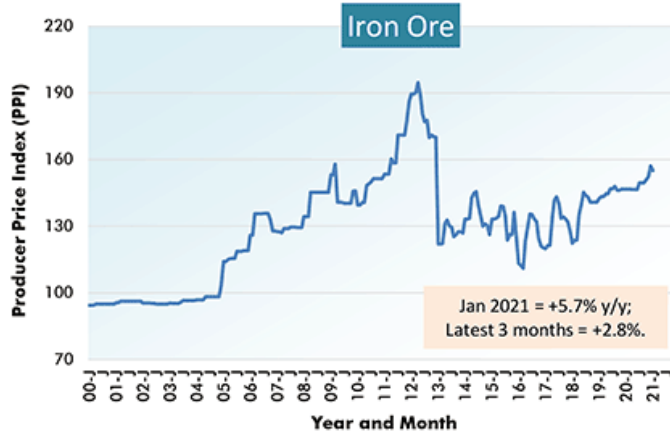




The last data point are for January, 2021.

Data source: U.S. Bureau of Labor Statistics (BLS), Producer Price Index (PPI) series, not seasonally adjusted (NSA).
Charts: ConstructConnect.

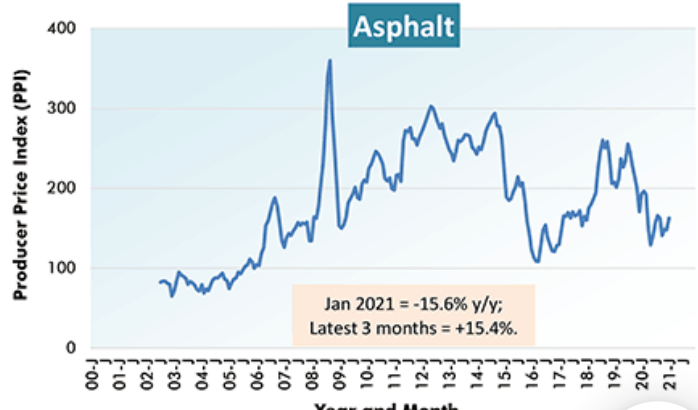
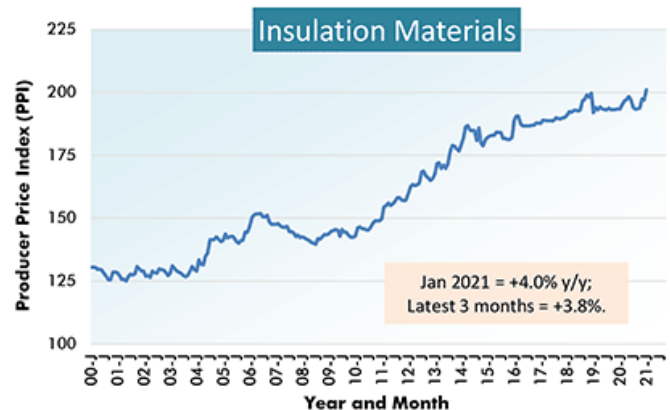
Graph 5: U.S. Construction Material Costs (4) - From Producer Price Index (PPI) Series

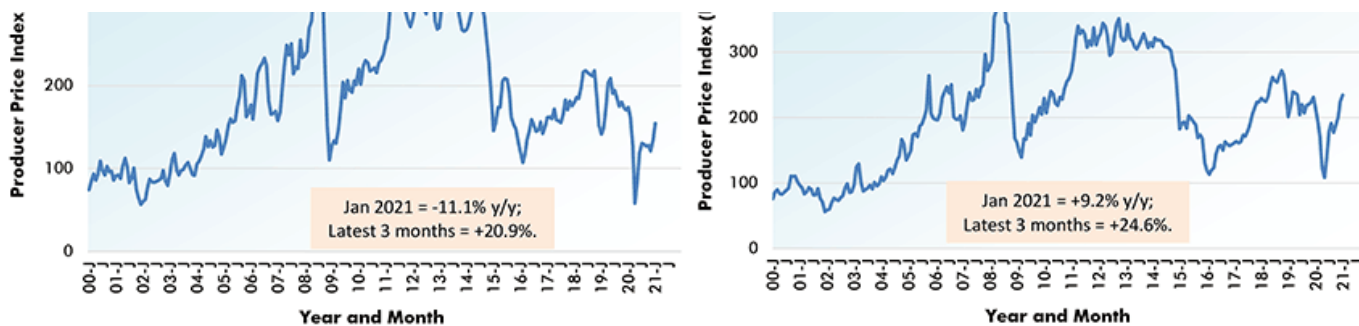


The last data point are for January, 2021.

Data source: U.S. Bureau of Labor Statistics (BLS), Producer Price Index (PPI) series, not seasonally adjusted (NSA).
Charts: ConstructConnect.

Graph 6: U.S. Construction Material Costs (5) - From Producer Price Index (PPI) Series





The last data point are for January, 2021.

Data source: U.S. Bureau of Labor Statistics (BLS), Producer Price Index (PPI) series, not seasonally adjusted (NSA).
Charts: ConstructConnect.

Table 1 sets out the PPI results for a broad spectrum of construction materials and type-of-structure categories.

In the ochre-shaded section at the bottom of the table, the cost increase of material inputs for ‘new construction’ is said to be +6.9% year over year. The materials component cost of residential work is moving higher faster than for nonresidential work, +7.6% y/y to +5.9% y/y.

Delving deeper into types-of-structure, the cost of materials going into educational projects is particularly ‘on the boil,’ +7.3% y/y. By comparison, the ‘highways and streets’ category is restrained, +3.5% y/y.

In the blue-shaded section at the top of Table 1, the PPI index changes are all much quieter. They are the price movements for ‘final demand construction.’ They’re not just what contractors see with respect to material inputs. They’re what owners encounter when they put their projects out for bidding. They include labor, profit margins and various carrying (e.g., borrowing), and administrative costs.

The ‘final demand construction’ PPI index was only +0.8% y/y in January. Clearly contractors are ‘eating’ all manner of input cost hikes in their efforts to find work in a pandemic-reduced marketplace.

Table 1: U.S. Producer Price Index (PPI) Results
% Change in the January 2021 Index from:

	3 YEARS AGO	1 YEAR AGO	6 MONTHS AGO	3 MONTHS AGO	1 MONTH AGO
Final Demand/Service/Commodity/Energy/Input:					
Final Demand Construction	9.7%	0.8%	-0.2%	0.3%	0.2%

	2017	2018	2019	2020	2021
Final Demand Construction	5.7%	5.5%	5.2%	5.5%	5.2%
New warehouse building construction	8.1%	-0.2%	0.1%	0.6%	0.2%
New school building construction	10.7%	0.6%	-0.5%	0.2%	0.0%
New office building construction	10.3%	1.3%	0.4%	0.8%	0.5%
New industrial building construction	12.0%	1.7%	0.0%	0.3%	0.1%
New health care building construction	8.5%	0.3%	-1.3%	-0.4%	-0.4%
Architectural & engineering services	4.8%	0.8%	1.9%	1.6%	0.9%
Construction machinery & equipment	9.8%	1.2%	1.1%	1.1%	1.0%
Asphalt	1.6%	-15.6%	3.4%	15.4%	10.1%
Plastic construction products	10.4%	6.7%	6.1%	2.5%	0.8%
Softwood lumber	64.1%	73.0%	41.2%	4.6%	14.0%
Hardwood lumber	2.7%	14.5%	14.1%	10.6%	3.2%
Millwork	16.3%	10.9%	8.5%	3.2%	3.2%
Plywood	20.2%	35.6%	15.5%	-6.8%	4.4%
Particle board & oriented strandboard (OSB)	58.6%	70.3%	40.1%	1.4%	0.3%
Gypsum	3.0%	3.6%	6.4%	7.0%	2.8%
Insulation materials	5.3%	4.0%	3.6%	3.8%	2.1%
Construction sand, gravel & crushed stone	13.9%	4.4%	2.5%	2.7%	2.2%
Cement	5.6%	2.6%	0.4%	0.4%	0.3%
Ready-mix concrete	7.0%	1.5%	-0.2%	0.0%	0.6%
Precast concrete products	13.1%	3.0%	2.7%	1.1%	-0.6%
Prestressed concrete products	6.9%	-0.4%	-0.4%	1.1%	1.1%
Brick (clay)	6.3%	3.3%	1.3%	0.4%	0.4%
Coal	-3.9%	-0.4%	0.8%	-0.7%	0.2%
Iron ore	26.7%	5.7%	3.6%	2.8%	-1.3%
Iron & steel scrap	30.0%	50.8%	80.6%	53.0%	20.6%
Steel bars, plates & structural shapes	10.9%	4.6%	6.2%	8.1%	4.7%
Steel pipe & tube	10.9%	3.5%	6.7%	6.4%	2.1%
Fabricated structural metal products	9.9%	3.2%	3.1%	2.6%	0.7%
Prefabricated Metal Buildings	19.2%	12.4%	10.9%	7.9%	1.3%
Aluminum mill shapes	3.2%	1.5%	13.4%	7.7%	3.8%
Flat glass	5.0%	2.9%	2.1%	2.1%	-0.6%
Paints, architectural coatings	13.9%	2.6%	0.1%	0.1%	-0.1%
Lighting fixtures	9.4%	1.2%	0.9%	-0.5%	
Plumbing fixtures & fittings	8.8%	1.8%	1.1%	-0.1%	
Elevators & escalators	6.0%	0.6%	0.1%	-0.1%	0.0%

	0.0%	0.0%	0.1%	-0.1%	0.0%
Elevators & Escalators					
Heating equipment	9.5%	0.4%	0.4%	0.2%	-0.2%
Air conditioning equipment	10.6%	3.7%	2.4%	1.8%	1.1%
Copper wire & cable	15.1%	12.5%	14.5%	9.2%	3.2%
Regular gasoline unleaded	-14.2%	-11.1%	18.4%	20.9%	15.2%
Diesel Fuel	2.1%	9.2%	30.7%	24.6%	4.2%
Inputs to new construction	12.2%	6.9%	7.1%	2.0%	2.2%
Inputs to new residential construction	12.6%	7.6%	7.1%	0.2%	2.0%
Inputs to new non-res construction	11.7%	5.9%	7.0%	4.2%	2.5%
Inputs to commercial construction	11.6%	5.7%	6.6%	4.4%	2.2%
Inputs to healthcare structures	12.3%	6.5%	6.9%	3.8%	2.3%
Inputs to industrial structures	12.2%	5.0%	6.5%	4.9%	2.4%
Inputs to highways & streets	9.2%	3.5%	5.9%	4.5%	2.4%
Inputs to power & communication structures	10.0%	5.1%	6.7%	4.3%	2.4%
Inputs to educational & vocational structures	13.3%	7.3%	7.3%	3.6%	2.3%
Construction materials (PPI 'Special Index')	12.8%	9.2%	7.5%	3.4%	2.7%

The 'final demand' indices (at top) reflect the prices paid by owners for the construction of projects. They include material, labor & markups.

The 'service', 'commodity' and 'energy' indices (in the middle section of the table) are based on 'factory-gate' sales prices.

The 'input' indices (at bottom) reflect costs faced by contractors. They exclude capital investment (i.e., machinery & equipment), labor & imports.

The 'input' indices are built up from the 'service' (design, legal, transport & warehousing, etc.) 'commodity' and 'energy' indices.

Data source: Producer Price Index (PPI) series from Bureau of Labor Statistics (BLS).

Table: ConstructConnect.

Check Out Our Economic Resources

See Related Posts





February 19, 2021

TO OUR VALUED CUSTOMERS:

Effective with shipments on and after Monday, April 5, 2021, USG will increase prices on the following:

USG SECUROCK® Brand Gypsum-Fiber, Glass-Mat and Cement Roof Board Products will increase by \$2/Square (\$20.00 msf).

As always, our goal is to offer you the best products at the best value. We appreciate your business and look forward to continuing to serve you. If you have any questions, please contact your local USG Representative.

Sincerely,

A handwritten signature in black ink that reads "Teachey Jr." with a stylized flourish at the end.

Sid Teachey
Director of Sales - Roofing
UNITED STATES GYPSUM COMPANY

COVERAGE AREA: The entire United States



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Vol. 21, No. 8 · February 22-26, 2021

Material prices climb again; Census finds uptick in project delays; architects report declining billings

Materials prices continued rising this week. Copper futures closed Thursday at \$4.26 per pound, a nearly 10-year high and up 63% from a year ago. The national average retail price for on-highway diesel fuel on Monday climbed for the 16th week in a row, by 10 cents per gallon from a week ago to \$2.97, a 25% rise since the low point on November 2, according to data the Energy Information Administration posted on Monday. Near-month futures prices for natural gas and West Texas Intermediate crude oil have each increased 26% in the past year, pushing up the cost of fuels, petrochemical feedstocks, and liquid asphalt. "Engineering and construction costs increased for the fourth consecutive month in February," IHS Markit and the Procurement Executives Group reported on Wednesday, noting increases for carbon steel pipe, fabricated structural steel, and ocean freight from both Europe and Asia. "Survey participants witnessed price escalations for all categories under the materials and equipment sub-index for the second month in a row....The sub-index for current subcontractor labor costs came in...slightly higher" than in January. In the aftermath of last week's freezing weather across much of Texas, thousands of properties suffered damage from broken water pipes. Repairs and replacements will add to demand for plumbing supplies, wallboard, and other materials. **Readers are invited to email information about construction costs and supply-chain issues to ken.simonson@agc.org.**

Contractors are encouraged to fill out AGC's latest coronavirus survey before it closes on March 4. The results will be reported in mid-March and are intended to document how the pandemic has affected contractors in the year since disruptions began.

The share of construction firms reporting "production delays at this business" increased to 16.2% in the week of February 15-21 from 15.0% in the week of January 4-10, the Census Bureau reported on Thursday in releasing its latest Small Business Pulse Survey. The share reporting foreign supplier delivery delays increased to 10.1% from 8.9%. But the share reporting domestic supplier delays fell to 36.8% from 37.7% and the share reporting no delays or difficulties edged up to 54.5% from 54.0%. All of these percentages have changed little over the past six months. The share reporting business has returned to normal relative to one year ago rose to 12.6% from 11.1% six weeks earlier. But the share that expects returning to normal will take more than six months also rose, to 37.2% from 35.6%.



IMPACTS TO SHINGLE SUPPLY

February 22, 2021

To Our Valued Customers:

As you are aware, the supply of roofing shingles has been significantly impacted, since last year. Recent events are now compounding the supply situation and will reduce production levels at several manufacturers even further – potentially up to 8%. These events include:

- Extreme weather situations across the U.S.
- Freight & Supply Chain issues for all of our trade partners
- COVID shutdowns at production facilities
- Production complications and maintenance issues
- Raw material and supply line issues
- Material allocations
- Demand continuing to out-pace supply

As a result, the availability of shingles will continue to be challenged for the remainder of the year and with limited supply on hand, we will be unable to shield these increases from going into effect. At SRS, we have been working with our key suppliers to manage through the supply issues as effectively as possible and will continue to coordinate with our shingle manufacturers to support your product needs, as best we can. Although every geographic region of our country will be impacted, some areas will be impacted to a higher level. Please reach out to your local Branch representative for further detail and assistance.

We appreciate your continued business and support of SRS and our family of brands. We look forward to continuing as your supplier partner of choice and remain committed to providing exceptional service.

Sincerely,

Jeremy Goldschmeding
EVP, Building Products Division
SRS Distribution



MOLDED PRODUCTS

February 23, 2021

Dear Customer,

Due to continuing interruptions in Styrene Monomer production in the US Gulf Coast, compounded by recent weather events in the region, resin suppliers have experienced a sudden and significant increase in feedstock pricing which they have passed along to EPS Manufacturers. Atlas Molded Products has worked diligently trying to control the impact on its customers; however, we have reached the point where we need to increase our prices. We believe that some of these constraints are temporary and some longer-term. As such, we will structure the increases accordingly.

Effective March 8, 2021, Atlas Molded Products is implementing a 8% surcharge on all EPS products shipped on or after this date. This surcharge will be in place to offset more temporary costs in the supply chain. Ideally, the surcharge will be removed once cost relief is in place sometime this summer.

For the longer-term supply chain cost increases, our sales representatives will work closely with our customers to implement a price increase that will be charged at the product level. The effective date of this increase will be on products shipped on or after April 5, 2021. Your sales representative will be contacting you directly to discuss the details of this increase and answer any questions that you may have.

We appreciate your understanding and support, thank you for your business.

Sincerely,

A handwritten signature in black ink, appearing to read "Karl Kunz", written over a large, stylized circular flourish.

Karl Kunz

Vice President

Atlas Molded Products, a Division of Atlas Roofing Corporation

Atlas Molded Products is a Division of Atlas Roofing Corporation



Aluminum and Steel Price Adjustment

February 18, 2021

Dear Valued Customer,

Aluminum & Steel prices have continued to increase month after month mainly due to high demand and low supply. The limited supply is due to Covid-19 outbreaks and fires at the mills. These supply issues combined with Foreign Trade Regulations have increased pricing.

As a result, Englert is announcing the following price increase effective March 15, 2021:

Aluminum Products 6-9% (Approx. depending on the item)

Steel Products 20-28% (Approx. depending on the item)

All orders eligible for current pricing must be picked up or shipped no later than March 12, 2021. Any order that ships or is picked up after that date will be subject to the higher price.

We will continue to keep you informed and give as much notice as possible before any future price adjustments so that you can plan accordingly. If you have any questions or would like any additional information, please contact your Englert representative.

Thank you,

A handwritten signature in black ink, appearing to read 'Dave Thomas', with a stylized flourish at the end.

Dave Thomas
Director of Sales

MEMO



BUILDING TRUST



TO Sika Sarnafil Authorized Applicators
CC
FROM Sika Sarnafil
PAGES 1
DATE 3/1/2021

Subject: Sika Sarnafil Supply Chain Update

Dear Valued Authorized Applicator,

We would like to provide you with an update regarding the unprecedented supply chain disruptions that the Country is dealing with right now and how they specifically impact us. The disruptions started late last year with general shortages and escalating prices caused by COVID-19 and other factors. These disruptions impacted key raw materials to make our products and those of other system supplier products.

On top of the initial supply chain challenges the recent extreme weather in the South-Central part of the U.S. has further stressed the entire supply chain including shipping and freight and logistics. We are hopeful that current situation will be short lived.

We remain confident that we will be able to meet your present and future orders. Certain specialty products may require additional lead times. Communication, coordination, and Teamwork will be as important as ever navigating through these, we hope, unique times together.

The overall supply challenges are causing significant and rapid cost increases. In a separate pricing memo, we will inform you of the details of the price increase. Our plan is to give you as much notice as we can. Feel free to use this document to alert your customers and General Contractors. It is now well documented, in public, that many forms of construction material costs have been on the rise.

We will do our best to keep you informed of any new significant developments. Thank you for your understanding and patience.

We appreciate everything you do for us. Thank you

Regards,

Brian Whelan

Brian Whelan
EVP – Roofing & Flooring

Bill Smith

Bill Smith
SVP - Operations

SIKA CORPORATION • ROOFING

100 Dan Road · Canton, MA 02021 · USA
Phone: 781-828-5400 · Fax: 781-828-5365 · usa.sarnafil.sika.com



March 2nd, 2021

Dear Valued Customer,

Manufacturers have announced March and April 2021 price increases. Manufacturers cite increased operating costs and improved health and safety measures as reasons for the increases.

ABC Supply will implement a price increase effective April 5, 2021.

- Residential - \$5 to \$7 per square on shingles and 5%-7% on residential accessories.
- Commercial – 4%- 7% on commercial products and 5%- 10% on accessories.
- Fasteners and plates – 10%- 25%
- Rainware and gutter products – 10%- 20%
- Metal Roofing – Priced Time of Shipment
- Vinyl siding products – 10%- 20%
- Windows – 10%- 20%

Significant shingle shortages will be an industry wide challenge throughout 2021. These constraints are driven by COVID 19 protocols, strong new construction demand, 2020 storm carry over and manufacturer shut downs from the February Winter Storm.

All orders shipped on or after April 5, 2021 will be invoiced at the increased price regardless of the order entry date.

Each of our ABC locations are committed to help you navigate through these challenging times. We thank you for your business and continued partnership.

Respectfully,

A handwritten signature in black ink that reads 'Jim Walker'.

Jim Walker
South & West Texas District Manager
ABC Supply Co., Inc.



BUILDING TRUST



**Sika Corporation -
APQ-00447170 for PTS Test Randy-119
ON00335348**

**To: Sarnafil Admin
Sika Sarnafil - Quote Copies
100 Dan Road
Canton, MA 02021
From: Sarnafil Admin - SALES
Phone:
Fax:
Email: bellico.william@us.sika.com**

**100 Dan Road Canton MA 02021
Issued: 03/03/21
Expired: 04/30/21
Anticipated Start: 07/31/21
Bid Date: 04/01/21**

Due to the rapidly escalating cost environment we are now in, effective March 10th, all new quotes will include a 4% Supply Surcharge that will be reflected on invoices for all product shipping after April 15th (not including insulation, hard boards, warranty fees and freight surcharges). All existing quotes with product shipping before April 15th will not be subject to the surcharge. In all cases, product shipping after April 15th will be subject to the 4% supply surcharge. This surcharge is not incorporated in the prices on this quote but will be added as a single line item on the billing.

Adhered						
Line Number	Part Type	SAP Part #	Description	Uom	Notes	Net (\$)
1	Membrane-Stocked	509481	Sarnafil G410-15 60 mil 10x100ft Textured	FT2	Call for pricing before ordering to confirm roll size and price	\$1.52
2	Warranty	8030263	10 Year Membrane Warranty	FT2	min \$0	\$0.00
3	Warranty	8030263	15 Year Membrane Warranty	FT2	min \$300	\$0.03
4	Warranty	8030263	15 Year System Warranty (60 mph max)	FT2	min \$600	\$0.06
5	Fees	8030263	Warranty - Flat Fee	PC		\$3,130.00
6	Warranty Extension	8030263	10 Year Membrane Warranty Extension	FT2	min \$600	\$0.06
7	Fasteners # 12	185855	Sarnafastener #12 6 inch	TS	Price per 1000 pcs (Stocked)	\$322.00
8	Fasteners # 12	185858	Sarnaplate (3 in sq) Insulation	TS		\$225.43
9	Insulation (All)	186043	Sarnatherm Tapered ISO Package (25 PSI)	PC	drop ship	\$100,000.00
10	Membrane Securement	184917	Sarnacol 2121 water based adhesive (5 gals)	PC	Shipping blackout dates in certain regions	\$176.50

MEMO

Sarnafil®

BUILDING TRUST



TO Sika Sarnafil Authorized Applicators
CC
FROM Sika Sarnafil
PAGES 2
DATE 3/8/21

Subject: RE: Pricing Announcement

Dear Valued Authorized Applicator,

As we notified you in a separate letter, the supply chain for the chemicals used to make all roofing membranes and other roof accessories has been severely stressed due to COVID-19 and compounded by the recent severe weather in the Southwest.

These conditions are impacting the flow of supply and causing rapid increases in costs.

We remain confident we will be able to meet your present and future orders. We expect some delays or substitutions with specialty membranes. We do however need to adjust pricing to help defer some of the cost increases that we have already received that varies from 5-30%.

Rather than adjusting our pricing by various product categories (fasteners, adhesives, etc.) we will include a Supply Surcharge to the invoice for all membranes and accessories, not including insulation, hard boards, warranty fees and freight surcharges.

Effective March 10th, all new quotes will include a 4% supply surcharge. All existing quotes with product shipping before April 15th will not be subject to the surcharge. In all cases, product shipping after April 15th will be subject to the 4% surcharge.

We understand that cost increases are never easy, and we will do our best to minimize the cost impact for both of us. At this point the surcharge does not cover all our cost increases we are experiencing. We appreciate your understanding and support.

SIKA CORPORATION • ROOFING

100 Dan Road · Canton, MA 02021 · USA

Phone: 781-828-5400 · Fax: 781-828-5365 · usa.sarnafil.sika.com

MEMO

Sarnafil[®]

BUILDING TRUST



It is well documented that construction costs are on the rise. We have attached a few documents that we thought would help you communicate with your customers and general contractors.

We remain hopeful that these supply challenges will subside soon and if we see changes to our overall supply and system costs, we will adjust the surcharge percentage accordingly.

We once again, thank you for your continued support and partnership.

Regards and we wish you much success in 2021.

Sika Sarnafil Pricing Committee

TO: All Valued McElroy Metal Customers

FROM: Mark Lawson
Vice President – Sales

DATE: March 11, 2021

RE: McElroy Metal Pricing

As anticipated, Steel Mills have announced another round of increases. In addition to Steel Mill increases, our paint supplier and coil-coater have also announced price increases.

As a result, McElroy Metal will be implementing a price increase that will take effect for all orders placed after Noon on April 8, 2021 and any orders shipped after April 23, 2021.

Your McElroy Metal pricing will increase as follows:

Painted Panels, Slit Coil and Flat Sheets: 5%

Bare Panels, Slit Coil and Flat Sheets: 5%

All Trim: 3%

All Substructural Products: 10%

All Metal Accessories and Clips: 5%

Please note: To receive current pricing, orders must be entered by Noon on April 8th and shipped on or before April 23rd. To ensure service to all customers, McElroy Metal reserves the right to limit order quantities to match historical usage.

We believe supply and demand will remain unbalanced, so additional increases are expected. We will keep you apprised as information becomes available.

Thank you for your business.



April 1, 2021

To: Carlisle Manufacturers' Representatives, Distributors, and Authorized Applicators

Re: Metal Price Increases – Effective May 3, 2021

The raw material environment remains extremely volatile with supply/demand imbalances driving a wide range of availability concerns across the industry. Steel costs continue to increase at historic rates and the lack of supply has created availability issues for corresponding finished goods. While we continue to closely monitor cost/availability challenges that may necessitate additional price actions across our broader product portfolio, it is necessary that we implement the following metal price increase effective May 3, 2021.

Product	Increase*
Metal Plates	Up to 30%
Metal Fasteners	Up to 10%
Coated Metal & Metal Accessories	Up to 35%
Steel Flat Sheets	14-17%
Aluminum Flat Sheets	8-10%

**Should the steel market not stabilize; it is probable additional price actions will be necessary.*

Existing quotes with expiration dates after May 3rd will be honored, however all new quotes with expiration dates after May 3rd will include these increases. New orders must ship prior to May 3rd in order to receive current pricing.

An updated accessory price book reflecting these increases will be provided.

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

Sincerely,

Frank Palmer
National Sales Director, Carlisle SynTec Systems



April 13, 2021

Re: Price Increase Announcement

Dear SOPREMA Customer:

I am sure you have repeatedly heard from others what I must convey to you in this letter. Over the past year, we have all learned to cope with a pandemic in so many ways. We now are learning to cope with a disrupted supply chain experience that is a day-to-day challenge in numerous industries. As a result, our costs continue to escalate.

We must increase our prices due to several factors, not the least of which is frequent price increases of raw materials. There are also growing labor costs, shipping, and freight rates, combined with the overall strain on the world's supply chain.

Effective May 3, 2021, our prices will generally increase between 5% and 9%; however, price increases for OEM materials, e.g., fasteners or certain cover boards will be passed through at the same time and price structure as we receive them. New price lists will be distributed separately from this letter. Documented material quotes issued before the date of this letter, and shipped before May 3, will be honored at the quoted price.

Thank you, as always, for your business and support. We hope that you are healthy, and we look forward to continuing to serve you and to soon once again meet in person. Please contact your SOPREMA Regional Sales Manager, Frank Griffith, Vice President of U.S. Sales and Marketing; or me with questions regarding this announcement.

Sincerely,

A handwritten signature in black ink that reads "Tim Kersey".

Tim Kersey
CEO – U.S. Operations

cc: Frank Griffith



April 14, 2021

To: Carlisle Authorized Applicators - US

Re: Price Increases – Effective May 14, 2021

The raw material environment is rapidly evolving with availability challenges and cost pressures escalating on a continual basis. Surging demand for product categories in our industry is further straining all elements of the supply chain from availability of raw material inputs through transportation of finished goods. We have been diligent in communicating the global supply challenges for several months and will continue to proactively do so. As a result of the cost pressures impacting our overall product portfolio, it is necessary that we implement the following price increase effective May 14, 2021.

Product	Increase
EPDM, PVC & TPO Membranes	5%
Polyiso Insulation (Flat/Taper)	5%
All Other <u>Non-Metal</u> Accessories*	5%

**Metal plates, fasteners and accessories covered under the recently announced metal increase effective May 3rd are excluded from this increase.*

The price increase applies to all orders that are shipped on or after May 14, 2021; including orders with requested ship dates prior to May 14, 2021 which we are unable to fulfill. Existing quotes will be honored through their expiration date provided we are able to ship product before quote expiration. Requested quote extensions will be considered, but only at increased prices. All new quotes will include these increases.

An updated price book reflecting these increases will be published prior to the increase effective date.

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

Sincerely,

Frank Palmer
National Sales Director, Carlisle SynTec Systems



We
protect
what
matters
most™

April 14, 2021

National Price Increase: Residential Roofing Products

Dear Customers,

Thank you for your continued business and support as we have responded to today's challenging market environment.

Effective June 14, 2021 GAF will increase pricing of its residential roofing products by 4-6%. All orders shipped after June 14, 2021 will be invoiced at the new level.

Please contact your local GAF Territory Manager with any questions, and we remain grateful for your business.

A handwritten signature in black ink, appearing to read "Jim Durkin", written in a cursive style.

Jim Durkin
Sr. Vice President, Sales
Residential Roofing Systems

PCD1621

Firestone Price Announcements

1 message

Firestone Building Products <marketing@firestonebp.com>

Thu, Apr 15, 2021 at 3:00 PM

Reply-To: marketing@firestonebp.com

To: james.goodwin@beldon.com

FIRESTONE BUILDING PRODUCTS
ANNOUNCEMENT**Price Announcements****TO: Firestone U.S. Valued Customers**

As a result of global market conditions, the roofing industry has experienced rising costs to serve.

Firestone Building Products is providing guidance on our announcement policy, quote expectations and price increases to ensure transparent communication in support of our partnerships.

Announcement Policy

Effective immediately, we are moving to a 30-day announcement window for all price changes.

Quote Expectations

Firestone will honor all documented pricing commitments through their expiration date without extensions. Any new commitments will be subject to current market pricing practices.

Price Increases

Effective May15th, we will implement the following price changes:

Product	Increase
EPDM & Related Accessories	Up to 5%
TPO & Related Accessories	Up to 5%
PVC & Related Accessories	Up to 7%
ISO	Up to 5%
Adhesives	Up to 7%
Other Single Ply Accessories	Up to 5%

An additional price increase to the following categories announced on March 15th, will also take effect on May 15th. The table below summarizes the total increase by category:

Product	Increase
Steel (Roll formed, Sheet and coil)	Up to \$0.65/SQFT
Aluminum (Roll formed, Sheet and coil)	Up to \$0.55/SQFT
Metal Roofing Accessories	Up to 50%
Metal Plates & Fasteners	Up to 25%

Thank you for your continued support of Firestone Building products.

If you have any questions regarding how this price adjustment will impact you, please reach out to your local [Firestone Sales Representative](#) or Regional Business Manager.

Sincerely,



Jeff Boecker
Pricing Director
Firestone Building Products

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200 4th Avenue South
Nashville, TN | 37201 US

This email was sent to james.goodwin@beldon.com.

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GenFlex Price Announcements

1 message

Firestone Building Products <marketing@firestonebp.com>
Reply-To: marketing@firestonebp.com
To: james.goodwin@beldon.com

Thu, Apr 15, 2021 at 3:00 PM



Price Announcements

TO: GenFlex U.S. Valued Customers

As a result of global market conditions, the roofing industry has experienced rising costs to serve.

Firestone Building Products is providing guidance on our announcement policy, quote expectations and price increases to ensure transparent communication in support of our partnerships.

Announcement Policy

Effective immediately, we are moving to a 30-day announcement window for all price changes.

Quote Expectations

Firestone Building Products will honor all documented pricing commitments through their expiration date without extensions. Any new commitments will be subject to current market pricing practices.

Price Increases

Effective May 15th, we will implement the following price changes:

Product	Increase
EPDM & Related Accessories	Up to 5%
TPO & Related Accessories	Up to 5%
ISO	Up to 5%
Adhesives	Up to 7%
Other Single Ply Accessories	Up to 5%
Metal Plates & Fasteners	Up to 25%

Thank you for your continued support of Firestone Building Products.

If you have any questions regarding how this price adjustment will impact you, please reach out to your local [GenFlex Sales Representative](#) or Regional Business Manager.

Sincerely,



Jeff Boecker
Pricing Director
Firestone Building Products

FIRESTONE BUILDING PRODUCTS
200 4TH AVENUE SOUTH
NASHVILLE, TN 37201
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GENFLEX.COM
1-800-443-4292



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200 4th Avenue South
Nashville, TN | 37201 US

This email was sent to james.goodwin@beldon.com.

To continue receiving our emails, add us to your address book.

April 16, 2021

To Malarkey Roofing Products USA and Canadian Customers:

Malarkey Roofing Products® is announcing a 5-7% price increase on all Residential and Commercial Roofing Products. This increase will go into effect for all United States and Canadian Customers on Monday June 14, 2021.

Our field representatives and regional management will be working with you prior to the increase with pricing adjustments for your territory.

Orders shipped on or after June 14, 2021 will be invoiced at the new price regardless of order date.

Thank you for your continued support of Malarkey Roofing Products.



Rich Robbins
Vice President | Sales & Marketing



April 16, 2021

Subject: Residential Roofing Price Increase

Dear Owens Corning Residential Roofing Customer:

Owens Corning Sales, LLC is announcing a price increase of **4 to 6 percent** on all shingle and Owens Corning branded roofing accessory products, effective **June 14, 2021**.

This increase will apply to all shipments on or after **June 14, 2021**, regardless of order entry date. As this date approaches, we will communicate specific increase amounts by product.

Thank you for your business and continued support of Owens Corning. Please contact your Area Sales Manager with any questions.

Regards,

A handwritten signature in black ink that reads "Custer Livermore III".

Custer Livermore
VP, Sales

Siplast Bulletin Update

1 message

Siplast Communications <siplast@mail3.spoessentials3.com>
Reply-To: jared.hankins@siplast.com
To: james.goodwin@beldon.com

Mon, Apr 19, 2021 at 8:51 AM

If you are unable to see the message below, [click here to view](#).

[VIEW IN BROWSER](#)[SIPLAST](#) | [ABOUT](#) | [CONTACT](#)**April 13, 2021 – SM-0221****PRICE INCREASE****SIPLAST PVC KEE ROOFING PRODUCTS & ACCESSORIES****LOW-RISE FOAM ADHESIVES****SIPLAST ASPHALTIC BASE SHEETS**

Dear Siplast Partner:

Unfortunately, KEE polymer is one of the many raw materials currently affected by industry-wide chemical production challenges related to the pandemic and historic winter storms. The result is that the KEE used to manufacture Parasolo PVC KEE products is in very short supply. Due to allocation and related increased costs, Siplast will be implementing a price increase of 8% effective May 1, 2021 on all Parasolo PVC KEE sheet goods.

Siplast will also be implementing a price increase of 6% on Siplast Parabase and Parabase FS, and 5% on low-rise foam products to cover increased raw material, packaging, and transportation costs. These increases will also be effective May 1, 2021.

Existing job quotes will be honored, however, expiring and new job quotes will be subject to the increased prices. The increase will take effect with shipments on May 1, 2021, regardless of order entry date.

Should you have any questions, please contact your local Sales Representative. Thank you for your continued support of Siplast..

ADDITIONAL INFORMATION

Like our commitment to quality products, our dedication to providing the highest levels of service to our contractor network and design professional customers remains unchanged. Let's talk and plan how we can work together in 2021.

[LEARN MORE](#)

One last thing...

Stay Connected With Siplast!



[Get in touch](#)



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1000 Rochelle Boulevard • Irving, TX 75062 • 1-800-922-8800

usinfo@siplast.com

If you do not wish to receive further email from us, please [unsubscribe](#).

DaVinci Price Increase - June 2021

DaVinci Roofscapes <salessupport@dvinciroofscapes.com>
Reply-To: salessupport@dvinciroofscapes.com
To: james.goodwin@beldon.com

Wed, Apr 21, 2021 at 12:37 PM

April 21, 2021

Dear Valued Customer:

We are announcing updates to the DaVinci pricing program, effective June 7, 2021.

Rising raw material costs, increased shipping fees and the need for additional COVID-19 safety measures have all combined to necessitate a price increase. We believe the 2021 pricing continues to provide the most customer-friendly pricing program in our industry.

DaVinci will increase Distributor Pricing 8% across all products.**This is effective with all new purchase orders received as of June 7, 2021.** This pricing replaces all previous pricing and special programs. Price sheets and quote calculator will be available by 5/17/21.

Our Customer Service Team continues to work remotely. You can reach us at 800-328-4624 and phones will be answered from 8:00 a.m. – 5:00 p.m. (CDT) Monday-Friday. Calls received outside of business hours will be returned as soon as possible the next business day.

Finally, we want to thank you, our loyal customer, for trusting us with your business!

[Click to Download Announcement](#)**Mark Pagel**
General Manager[website](#) | [blog](#) | [twitter](#) | [facebook](#) | [linkedin](#)Update your [email preferences](#).If you do not want to receive any more emails from us, [unsubscribe](#).DaVinci Roofscapes
13890 W 101st St
Lenexa, KS 66215

Bulletin

April 26, 2021

Dear CertainTeed Residential Roofing Customers:

US Residential Roofing Products Price Increase:
Effective June 14, 2021

CertainTeed will increase prices on all residential roofing shingles and accessory products by up to 7% effective as of June 14th, 2021.

All Orders shipped on or after June 14th, 2021 will be invoiced at the new price, regardless of the order entry date. This increase will include all shipments.

We will provide you with specific amounts by product as we get closer to this date. Your CertainTeed Territory Manager will assist in answering specific questions regarding this increase.

We appreciate your continued support of CertainTeed Residential Roofing Products.

Sincerely,




Doug Pietrick
Vice President, Sales
CertainTeed Exterior Products

Please distribute this notification to all of the appropriate people in your company.



April 28, 2021

TO: TAMKO CUSTOMERS
FROM: Stephen A. McNally, Vice President Sales/Marketing 
RE: BULLETIN - Price Increase – Effective July 5, 2021

Due to the continued rise in costs associated with asphalt, freight, pallets, packaging and other raw materials, as well as labor, TAMKO Building Products will be implementing a general price increase of up to 6% on all Residential Roofing Products and Waterproofing Products, including New Construction and Multi-Family, with shipments effective Monday, July 5, 2021.

TAMKO reserves the right to implement additional price increases, modify job quotes and other existing price adjustments, adjust increase percentage for regional variances in new construction and multi-family pricing, or accelerate implementation of this price increase in advance of the general price increase of Monday, July 5, 2021.

All orders shipped on or after Monday, July 5, 2021, will be invoiced at the new prices, regardless of order entry date. Should you have any questions, please contact your TAMKO Account Representative.

As always, thank you for your continued support of TAMKO Building Products.

sam/bb
Bulletin. Price Increase Monday July 5, 2021



May 6, 2021

To: Manufacturers' Representatives and Distributors

Updated Policy: Customer Reschedules ("Pushes") of Polyiso Orders

As CCM has done in the past, we will implement guidelines regarding a delivery date being changed by the customer. This will apply to all Polyiso products, regardless of facer type or density.

During the months of May through October, the delivery dates on Polyiso orders may not be changed (pushed) by the purchaser and retain the same status for reserving material.

If a Polyiso order delivery is pushed to a later date by the customer, the order will go to the "end of the line" (the next available delivery date at the time of the push, with applicable lead times).

Whenever possible, the original delivery date should be maintained. Ship-to location can be changed without impact to the delivery date. We encourage contingency planning ahead of time to allow for alternate delivery locations in situations where job sites may not be ready to receive material.

Weather events are not an exception to this policy. We will attempt to work with customers challenged by severe weather events but cannot commit that we will be able to accommodate a change in delivery date.

This is the best way to keep plants running at top efficiency and enable us to satisfy as many orders as possible, as quickly as possible.

Raw material supply challenges are a current fact of life and they will result in extended lead times this roofing season. By working together and making these changes, we will have the best chance of continuing to provide the Carlisle Experience our customers have come to expect as we navigate this challenging environment.

Sincerely,

A handwritten signature in black ink that reads "Frank Palmer".

Frank Palmer
Director, National Sales
Carlisle SynTec Systems



May 7, 2021

To: Carlisle Authorized Applicators - US

Re: Price Increases and Surcharge Announcement – Effective June 7, 2021

The volatility of the various supply/demand dynamics within our industry remains high. Correspondingly the costs associated with producing and shipping our products continue to increase. While the cost climate and overall material availability challenges are evolving rapidly, we continue to make all efforts to proactively communicate changes as they occur to help limit downstream disruption. Below please find actions we must take as we continue to work through these unprecedented times together.

EPDM Membranes:

Recent events have triggered further reductions in EPDM polymer supply within the industry. Given the market is already challenged with supply/demand imbalance, immediate cost increases have been assessed that unfortunately cannot be absorbed. As a result, we must implement the following price increase on EPDM membranes **effective June 7, 2021**.

Product	Increase
EPDM Membranes	6%

The price increase applies to all orders that are shipped on or after June 7, 2021; including orders with requested ship dates prior to June 7, 2021 which we are unable to fulfill. Existing quotes will be honored through their expiration date provided we are able to ship product before the quote expires. Requests for quote extensions will be considered, but only at increased prices. All new quotes will include these increases.

Flexible FAST™ Adhesives:

The market demand for foam products is being driven by various industries with expectations that demand will strain supply for the balance of the year. The elevated demand for corresponding input chemicals continues to push production costs higher. Furthermore, the packaging costs for these products have risen sharply.

As a result, we must implement a **25% list price surcharge** on all Flexible FAST package types. This surcharge will apply to **all orders shipping on or after June 7, 2021**.



Freight Surcharge:

The strong demand driven by the recovering economy is being bottlenecked by under supplied transport capacity. Port congestion, container shortages and truck/driver availability issues are fueling rapidly increasing transportation costs. We remain dedicated to securing the capacity needed to meet your delivery expectations. The increasing costs associated with this effort require that we increase our freight surcharge to the following amounts **effective June 7, 2021**.

- Less than/equal to 100 miles \$225
- Greater than 100 miles \$300

The new charges will apply to all shipments beginning June 7, 2021 regardless of order date.

Our fuel surcharge remains unchanged and will continue to be indexed to the national average price of diesel. The fuel surcharge schedule and policy are included with this announcement for reference.

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

Sincerely,

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

Frank Palmer
National Sales Director, Carlisle SynTec Systems



Flat Fuel Surcharge Matrix

Carlisle SynTec Systems' fuel surcharges are based on the national average price of diesel, which is updated each Monday by the DOE.

For current diesel prices, visit https://www.eia.gov/dnav/pet/pet_pri_gnd_dcus_nus_w.htm.

If the national average price of diesel falls above or below any of the threshold levels listed below, Carlisle's fuel surcharges will be updated on the Monday following the DOE's published price date. If the price of diesel triggers a change in the fuel surcharge, the new surcharge will hold static for a minimum of 4 weeks.

Diesel Price per Gallon		Fuel Surcharge per Truckload	
From	To	≤ 100 Miles	> 100 Miles
\$0.000	\$1.309	\$0.00	\$0.00
\$1.310	\$1.669	\$0.00	\$25.00
\$1.670	\$2.029	\$0.00	\$50.00
\$2.030	\$2.389	\$25.00	\$75.00
\$2.390	\$2.749	\$25.00	\$100.00
\$2.750	\$3.109	\$25.00	\$125.00
\$3.110	\$3.469	\$25.00	\$150.00
\$3.470	\$3.829	\$50.00	\$175.00
\$3.830	\$4.189	\$50.00	\$200.00
\$4.190	\$4.549	\$50.00	\$225.00
\$4.550	\$4.909	\$50.00	\$250.00
\$4.910	\$5.269	\$75.00	\$275.00
\$5.270	\$5.629	\$75.00	\$300.00
\$5.630	\$5.989	\$75.00	\$325.00
\$5.990	\$6.349	\$75.00	\$350.00

The surcharge for shipments greater than 100 miles increases \$25 for every \$0.36/gallon increase in the price of diesel fuel, starting at \$1.310/gallon.

The surcharge for shipments less than or equal to 100 miles increases \$25 for every \$1.44/gallon increase in the price of diesel fuel, starting at \$2.030/gallon.

TO: All Valued McElroy Metal Customers

FROM: Mark Lawson
Vice President – Sales

DATE: May 7, 2021

RE: McElroy Metal Pricing

As anticipated, Steel Mills have announced another round of price increases. The cause of this latest increase remains the same – the steel industry is still unbalanced with demand outpacing supply. In addition, many accessory suppliers have announced increases.

McElroy Metal will be implementing a price increase that will take effect for all orders placed after Noon on June 3, 2021 and any orders shipped after June 18, 2021.

Your McElroy Metal pricing will increase as follows:

Painted Panels, Slit Coil and Flat Sheets: 6%

Bare Panels, Slit Coil and Flat Sheets: 8%

All Trim: 4%

All Substructural Products: 8%

All Metal Accessories and Clips: 4%

All other Accessories: 3%

Please note: To receive current pricing, orders must be entered by Noon on June 3rd and shipped on or before June 18th. To ensure service to all customers, McElroy Metal reserves the right to limit order quantities to match historical usage.

Due to industry supply disruptions, outages, and capacity limitations, McElroy Metal may not be able to manufacture and ship all orders prior to price increase shipping cutoff. In those situations, current pricing at the time of shipment will be in effect.

We believe market conditions will continue to be unbalanced, so we anticipate additional increases. We will keep you apprised as information becomes available.

We recognize that these are very challenging times with regard to pricing and material disruptions. We very much appreciate your support and business.



PRICE INCREASE ANNOUNCEMENT

May 10, 2021

To Our Valued Customers:

Thank you for your continued partnership and allowing us to service your roofing and building product needs. As the year has evolved through challenging supply chain disruptions, we continue to realize significant increases in the cost of shingles and related accessories from our manufacturing partners. Supply constraints related to limited product allocation, raw material availability and freight concerns are increasingly impacting our industry. Attached to this letter are increase notices from each shingle manufacturer and additional documentation is available on our website at www.srsdistribution.com.

Accordingly, we are announcing a 6-15% increase on all residential roofing shingles and accessories. Fasteners and commodity based items will be priced at time of shipment so please work with your branch representative for any questions you may have.

To give you time to prepare, our increases will be effective with shipments on or after June 14th, 2021. We encourage you to incorporate these increases into your job bids and quotes.

For real-time information related to roof material orders, invoices, pricing, deliveries, and more, visit www.roofhub.pro from your desktop or mobile device.

Thank you for your ongoing business and support. We look forward to continuing as your supplier partner of choice and remain committed to providing value to your business.

Sincerely,

Jeremy Goldschmeding
EVP, Building Products Division
SRS Distribution



May 12, 2021

To: SynTec Independent Sales Representatives and Distributors
Re: OMG OlyBond Surcharge

Effective with shipments on and after June 7, 2021, OMG is implementing a 30% surcharge that will be applied to all OlyBond adhesive products.

Below are the affected products currently included in the Carlisle SynTec Price Book.

OlyBond 500™ Insulation Adhesive		
Matl. Code	Product	Packaging
310476	OlyBond 500 Bag in a Box - A	5-Gal Box
310477	OlyBond 500 Bag in a Box - B	5-Gal Box
308721	OlyBond 500 BA Spot Shot	Ctn
308722	OlyBond 500 BA Spot Shot Winter	Ctn

If you have any questions, please contact your Regional Sales Manager.

Thank you for your continued support.

Sincerely,

James Kirk
Pricing Manager
Carlisle SynTec Systems



May 17, 2021

To: Carlisle Authorized Applicators - US

Re: TPO & Polyiso Price Increase – Effective June 16, 2021

Following our recent announcement on May 7, 2021 we were informed of additional sharp cost increases on raw materials impacting both Polyiso and TPO membranes. The market for MDI and polyols remains extremely tight creating unrelenting cost pressures. We continue to closely manage the supply chain, but the raw material volatility and cost increases are widespread.

As a result, we must implement the following price increase **effective June 16, 2021**.

Product	Increase
TPO Membranes	6%
Polyiso Insulation (Flat/Taper)	10%

The price increase applies to all orders that are shipped on or after June 16, 2021; including orders with requested ship dates prior to June 16, 2021 which we are unable to fulfill. Existing quotes will be honored provided quoted material is available to ship prior to quote expiration. Requests for quote extensions will be considered, but only at increased prices. All new quotes will include these increases.

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

Sincerely,

Frank Palmer
National Sales Director, Carlisle SynTec Systems



GENERAL ANNOUNCEMENT

GA 2021-05 17
FiberTite Roof System's Price Increase (Effective July 1st)
May 17th, 2021

To Our Valued Customers:

Not surprisingly, the economic drivers across the entire commercial roofing supply chain continue to create uncertainty. This includes chemicals, fiber, resins and other components used to produce FiberTite; as well as, significant price escalations on nearly every accessory. We managed to delay the necessity to raise prices until May 1st, 2021. Regrettably, we recently had further unplanned cost increases imposed on our business that will require us to once again pass along a portion of increases to the market.

Effective July 1st, 2021, we will raise prices averaging between 2% to 3% on all FiberTite's single-ply membranes. Metal roofing accessories will increase 15%, while all other accessories including adhesives will average a 5% - 7% increase. All shipments before June 30th will honor existing quotes. However, all shipments after June 30th, will reflect these new prices.

Despite the cost impact, we are working diligently to keep pace with the growing demand for FiberTite membranes. However, many of our accessories, and especially metal fasteners and plates, are being negatively impacted by both price and availability. We expect to be in a make-to-order mode for the foreseeable future as normal inventory positions and lead times will not be possible to maintain at this time.

What's driving this?

1. Chemicals and polymer components important to single-ply membrane production remain tight from the 2020 hurricane season and 2021 deep freeze in Texas.
2. Steel product demand is at an all-time high globally while the supply chain and shipping remain severely constrained.
3. Adhesives and specialty chemicals have seen a spike in prices due to key domestic raw material shortages and the necessity to air freight overseas replacements.
4. Transportation costs continue to escalate due to fewer available drivers and a disparity of too many loads chasing too few available trucks.

Our team is committed to holding down costs while also working with our suppliers to source the materials we need to meet the needs of customers. We will communicate updates to the situation as circumstances unfold. In the meantime, we thank you for your support as we work through these extraordinary events.

Sincerely,

Scott Gipson
Vice President / General Manager - FiberTite



May 18, 2021

Re: Hunter Panels Polyiso Plant

To Carlisle Syntec Partners:

I'm sure by now most of y'all have heard the rumors about the fire at the Carlisle ISO plant in Terrell Texas. I wanted to take a moment to give y'all an update on what we know as facts.

The fire started on Thursday afternoon. There were no injuries in the fire. A professional clean up crew that specializes in these situations with 50 people are already on site and have been getting all of the soot and water cleaned up. Carlisle has flown in multiple experts in these types of events to help local fire officials assess the damage and get the facility up and running again as soon as possible. There was no structural damage to the building.

Carlisle does not have a firm date yet for the reopening of the Terrell facility. Existing inventory was not damaged and will begin shipping as soon as it is staged to be loaded and sent out. Material that was scheduled for production is being shifted to other plants, along with the raw materials to make it. Customer service is working with distribution to inform them on delivery schedules as they get the information.

We are going to experience delays in delivery because of this event. As we learn more about individual orders we will do our best to communicate that information to the individual roofers and distribution partners. Thank you for being patient as we sort through the situation and we will communicate as we learn more.

Please feel free to contact me with any questions at 940.367.9466 or Ryan@kareps.com.

Sincerely,

A handwritten signature in black ink, appearing to read 'Ryan Kirkland', is written over a white background.

Ryan Kirkland





Brad Beldon <brad.beldon@beldon.com>

Price Increase Effective July 1, 2021

1 message

Tropical Roofing <marketing@gotropical.com>
Reply-To: Tropical Roofing <marketing@gotropical.com>
To: brad.beldon@beldon.com

Tue, May 18, 2021 at 5:00 PM

[View this email in your browser](#)



To Our Valued Customers

Price Increase Announcement, Effective July 1, 2021



www.TropicalRoofingProducts.com

Built On The Principles Of Quality & Integrity

May 18th, 2021

To: Tropical's Valued Customers

From: Michael King, VP of Sales

Re: Price Increase Effective July 1st, 2021

Dear Valued Customer:

As a result of current global market conditions, the roofing industry has experienced rapidly rising costs due to several factors that have occurred which are unprecedented:

- Government mandated shutdowns starting in 2020 and extending into 2021 created uncertainty and disruption to supply chains and led to predictions of an anticipated downturn. Instead of a downturn, we saw significant increased demand that made raw materials even harder to get and even more expensive. In many cases, suppliers have had to implement allocations of raw materials to manufacturers.
- The winter storm that effected Texas and Louisiana forced chemical plants to shut down, which further effected the availability and costs of raw materials.
- A shortage of transportation both internationally and domestically has led to shipping delays and significantly increased freight costs for raw materials and finished products.

As a result of these historic cost increases, **we cannot continue to maintain current pricing levels** and we must implement the following **price increases for orders shipped on or after July 1st, 2021**, regardless of order entry date.

Product Line	Increase
Silicones	\$6.00/gal
Acrylics	\$1.50/gal
Foam	\$0.20/lb.
Asphalts (non-emulsion)	\$0.50/gal
Emulsion (bulk)	\$0.10/gal

Should you have any comments or questions please do not hesitate to contact your Tropical representative. We thank you for understanding and we are grateful for your business.

Regards,
Michael King
VP of Sales

FLORIDA 1904 SW 31ST AVE HALLANDALE, FL 33009 800.432.2855	CALIFORNIA 14435 MACAW STREET LA MIRADA, CA 90638 877.827.2622	TEXAS 1225 BRAI DRIVE PORT ARTHUR, TX 77640 866.727.0091
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Brad Beldon <brad.beldon@beldon.com>

Current Industry Challenges - Product Availability

1 message

Siplast Communications <siplast@mail3.spoessential3.com>

Mon, May 24, 2021 at 11:30 AM

Reply-To: lanee.gray@siplast.com

To: brad.beldon@beldon.com

If you are unable to see the message below, [click here to view](#).[SIPLAST](#) | [ABOUT](#) | [CONTACT](#)

Dear Siplast Partner:

As you are aware, our industry has experienced unprecedented supply chain challenges in 2021 and the situation remains dynamic. Siplast receives information on a daily basis regarding the availability and price of raw materials, commercial goods, and transportation. We communicate relevant information to our sales team on a regular basis so they can keep our customers informed. In summary, the demand for many commercial roofing materials and transportation exceeds supply, and costs continue to increase. This bulletin is intended to convey the situation as it stands today with regard to pricing/surcharges, product availability, and transportation.

Pricing/Surcharges

Siplast has made every effort possible to minimize price increases but was forced to announce full-line price increases on January 21st (effective March 15th) and February 8th (effective March 15th), with a follow-up on April 13th (effective May 1st) to address the increasing costs of PVC KEE products and accessories, nailable base sheets, and low-rise foams.

Most recently, our supplier of Parafast low-rise foam adhesives announced surcharges due to the increase in raw material costs and the transportation of such. Regrettably, we have no option but to pass this cost on to our customers in the form of a 30% surcharge based upon the quoted price. It is important to note that this is a time-of-shipment surcharge and is not subject to price protection on previously issued job quotes. It is anticipated that this surcharge will end at some point and we will be able to stop assessing this pass-through charge at that time.

Increases in the price of polyisocyanurate have been communicated via project-specific quotes and we will continue to do so. Another round of price increases has been announced this week, which will be reflected on future job quotes.

Product Availability

The following products remain readily available subject to published lead times for made-to-order products:

- Standard SBS Sheet Goods
- PMMA, Paraflex, StreetBond, and Liquid Accessories
- Parasolo PVC and PVC KEE Sheet Goods

Parafast Fasteners and Plates

Steel markets remain tight and fastener/plate manufacturers have been unable to get enough raw materials to meet demand. Plates, especially seam plates used for mechanically attached systems, are in shorter supply than plates used for securement of rigid insulation. There is also a significant shortage of the wire used for production of #15 fasteners, resulting in production delays and longer lead times for #15s.

Low-rise foams

The manufacturers of low-rise foam cannot procure enough raw materials to meet demand, since many industries also require the same precursor chemicals. Our supplier of low-rise foam has temporarily discontinued packaging product in drums and is concentrating on bag-in-box units and cartridges. Availability of Foam products packaged in pressurized metal containers,, has been affected by both the availability of the chemicals used to produce the foam and the scarcity of the metal canisters. Plan for extended lead times (4 to 8 weeks), especially for product packaged in metal canisters.

Polyisocyanurate insulation

We are nearing the peak of the roofing season and the overall demand for iso is currently exceeding supply. Our iso plants are running smoothly and we believe that we are in as good a position as anyone in the industry when it comes to production capacity and meeting our customers' needs. .

Transportation

In short, shipping capacity, both domestic and internationally, is insufficient to meet the needs of our industry. The deficit includes the number of ships and containers available to import product as well as the number of trucks and flatbeds used to haul product across North America. Truckers prefer

hauling via van as opposed to flatbeds and as a result, there are not enough flatbeds on the road. This has resulted in a market in which transportation companies command significant premiums, and transportation costs have doubled or even tripled in some cases. This obviously increases both transport time and the overall cost of goods.

What can we do together to reduce the effect of longer lead times?

- Communicate regularly with your Siplast sales and customer service representatives.
- Look at alternative products or application methods such as using Siplast Lightweight Insulating Concrete - Insulcel RT - in lieu of rigid insulation.
- Consider the use of hot asphalt as an insulation adhesive in lieu of low-rise foam.
- Order product with lead times in consideration.
- Do not rely on multiple, on-time deliveries to service your projects.
- Consider receiving product that is transported via van rather than flatbed.

We understand the extreme challenges these conditions pose. It is our desire to work as closely as possible with our customers to try and mitigate the impact on projects. Communicating early and often with your Siplast representatives will afford us the best opportunity to do so. We thank you for your patience in these unprecedented times.

Best regards,

Peter Hicks

President

Like our commitment to quality products, our dedication to providing the highest levels of service to our contractor network and design professional customers remains unchanged. Let's talk and plan how we can work together in 2021.

One last thing...

Stay Connected With Siplast!



[Get in touch](#)



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usinfo@siplast.com

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OPERATIONS BULLETIN

Roofing Systems

717 17th St. Denver, CO 80202 (800) 922-5922

Bulletin Number: OPS21-25

Date: May 25, 2021

Distribution: External

May 26, 2021 Order Acceptance and Lead-time Update

Dear Valued Customer,

As Johns Manville (JM) again begins to accept orders, we are in a better position to provide lead-time expectations. In addition, we would like to offer guidance on what to expect, and how to approach May 26, 2021 which is the day we will resume taking orders.

Orders Placed on or after May 26, 2021

Most full-system work in need of polyiso or HD polyiso products are expected to have lead times that push into the fourth quarter. In most all cases, customers should use Q4 pricing on their purchase orders when they submit their orders. In situations where polyiso is not needed, customers can use the guidance below for projected lead times and price their purchases orders accordingly.

As outlined in the temporary shutdown bulletin, JM is committed to getting customers confirmation on their orders as quickly as possible. However, we are projecting that order confirmations will be extended during the first week of order acceptance, as we expect a temporary surge in order placement on May 26, 2021. Once we address the initial surge, we expect to get confirmations back to a more reasonable time frame.

As a reminder, new orders must meet the following criteria to be accepted and processed:

- Purchase orders must include pricing based on the current price pages distributed May 21, 2021, but JM reserves the right to modify and/or announce further price increases should raw materials further escalate. Should there be further price increases, the price at the order shipment will be in effect.
- Job orders must be complete including a requested start date that is aligned with current lead times.
- All material purchase orders must be received at the same time for the complete roofing system even if the delivery schedule has multiple delivery dates.
- Job orders must include jobsite address and contact information including name and phone number.
- Fill items must be included with the order or deficit freight may be charged.



OPERATIONS BULLETIN

Roofing Systems

717 17th St. Denver, CO 80202 (800) 922-5922

Projected lead-times listed below could change depending on the current supply situation, however JM is making every effort to provide realistic timing.

Product Line	Product Series	Product Skus	Lead Time
TPO	TPO Membrane	Standard	3-4 weeks
	Specialty Membrane	Colors & Fleece	8 weeks
	Adhesives	All Season Sprayable	4 weeks
		Bonding Adhesives	3 weeks
	Other Accessories	24" detail	4 weeks
Cover Strip		2-3 weeks	
EPDM	EPDM Membrane	Reinforced	10 weeks
		Non-reinforced	11 weeks
		90 Non-Reinforced	12 weeks
	Adhesives	All Season Sprayable	4 weeks
		Bucket Adhesives	3 weeks
Other Accessories	9", 12" Flashing	6 weeks	
PVC	PVC Membrane	KEE (Eivaloy)	10 weeks
		SD Plus	6 weeks
Polyiso	Fernley	All polyiso products, tapered and HD coverboards	20 weeks
	Jacksonville		21 weeks
	Bremen	*JM service areas will remain unchanged and we will not ship out of typical service areas.	16 weeks
	Hazellton		13 weeks
Bituminous	SBS	DynaClad Flashing	4 weeks
	SBS/APP /BUR	CR Coated Products	4 weeks
	SBS	JM Vapor Barrier SAR	2 weeks
	All Other Products		Std Lead Times
Perlite	All Fesco		Std Lead Times
Fasteners			12 weeks

We will continue to communicate changes and updates as raw material supply evolves. Thank you for your continued support.

Sincerely,

Jennifer Ford-Smith
 Director, Product Management and Marketing
 Johns Manville Roofing Systems



Brad Beldon <brad.beldon@beldon.com>

Firestone Price Increase Announcement

1 message

Firestone Building Products <marketing@firestonebp.com>
Reply-To: marketing@firestonebp.com
To: brad.beldon@beldon.com

Fri, May 28, 2021 at 9:05 AM

FIRESTONE BUILDING PRODUCTS ANNOUNCEMENT



Price Increase Announcement

TO: FSBP U.S. Valued Customers

In addition to our most recent announcement regarding adhesive surcharges and adjustments to the EPDM, Metal and a limited selection of accessories, Firestone Building Products is implementing the following price increases:

Effective June 28, 2021, the following price increases will be implemented:

Product	Increase
TPO & Related Accessories	Up to 7%
ISO	Up to 7%
Asphalt	Up to 6%

Firestone will honor all documented pricing commitments through their expiration date without extensions.

Any new commitments between the date hereof and June 28th will be subject to current market pricing practices based on shipping date, not order date.

Thank you for your continued support of Firestone Building Products.

If you have any questions regarding how this announcement will impact you, please reach out to your local [Firestone Sales Representative](#) or Regional Business Manager.

Sincerely,

Jeff Boecker
Pricing Director
Firestone Building Products

FIRESTONE BUILDING PRODUCTS
200 4TH AVENUE SOUTH
NASHVILLE, TN 37201

FIRESTONEBPCO.COM

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Firestone
Firestone Building Products

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200 4th Avenue South
Nashville, TN | 37201 US

This email was sent to brad.beldon@beldon.com.
To continue receiving our emails, add us to your address book.



Brad Beldon <brad.beldon@beldon.com>

GenFlex Price Announcement

1 message

Firestone Building Products <marketing@firestonebp.com>
Reply-To: marketing@firestonebp.com
To: brad.beldon@beldon.com

Fri, May 28, 2021 at 9:05 AM



Price Announcements

TO: GenFlex Valued Customers

In addition to our most recent announcement regarding adhesive surcharges and adjustments to the EPDM category and a limited selection of accessories, Firestone Building Products is implementing the following price increases:

Effective June 28, 2021, the following price increases will be implemented:

Product	Increase
TPO & Related Accessories	Up to 7%
ISO	Up to 7%

Firestone Building Products will honor all documented pricing commitments through their expiration date without extensions.

Any new commitments between the date hereof and June 28th will be subject to current market pricing practices based on shipping date, not order date.

Thank you for your continued support of Firestone Building Products.

If you have any questions regarding how this price adjustment will impact you, please reach out to your local [GenFlex Sales Representative](#) or Regional Business Manager.

Sincerely,

Jeff Boecker
Pricing Director
Firestone Building Products

FIRESTONE BUILDING PRODUCTS
200 4TH AVENUE SOUTH
NASHVILLE, TN 37201
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GENFLEX.COM
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200 4th Avenue South
Nashville, TN | 37201 US

This email was sent to brad.beldon@beldon.com.

To continue receiving our emails, add us to your address book.

TO: All McElroy Metal Customers

FROM: Mark Lawson
Vice President - Sales

DATE: May 28, 2021

RE: McElroy Metal Route Truck and Fuel Surcharge Pricing

McElroy Metal's freight expense has been increasing dramatically over the past several months. As a result, McElroy Metal will implement a 20% increase on all route truck (milk run) deliveries for commercial and architectural products. This increase will take effect for all orders placed on or after June 7, 2021. PDF files containing new route truck delivery pricing will be forwarded to you soon.

Diesel fuel pricing has also increased, resulting in our transportation and material suppliers increasing fuel surcharges. As a result, McElroy Metal's fuel surcharge will increase to 1.5% for all orders placed after June 7, 2021.

Similar to what we are experiencing with material supply disruptions, freight has been equally challenging. As always, our traffic team will work diligently to keep our freight costs as low as possible.

Thank you for your business and support of McElroy Metal.

MEMO

TO Sika Sarnafil Approved Applicators
CC
FROM Sika Sarnafil
PAGES 3
DATE 05/28/2021

Subject: 2021 Pricing & Product Offering Update

Dear Valued Customer:

As we've communicated in recent months, the major impacts to the overall supply chain including the cost and availability of transportation continue to challenge the entire roofing industry. We have continued to work diligently to supply our customers and mitigate cost increases to the best of our ability.

In recent weeks the volume of supply challenges and costs have continued to mount in unprecedented ways. Based on these circumstances, which we expect to impact the Roofing industry and us for much of the year, we will take a two-pronged approach to manage costs, and supply the largest number of projects possible.

- 1) Effective June 1st, we will be utilizing an updated 2021 price list on all new and expired quotes. Specific set price increases are outlined below.
- 2) Effective immediately, we will be enacting a product offering simplification with our 5' and 10' membranes and focus on producing and supplying our top "Golden 19" membranes. We will honor supply of current orders that are under way, but more details are provided below on the nature of the simplified offerings.

As always, our goal is to be transparent and provide context to enable you to better work with your customers.

Price List Update:

As mentioned above, costs from raw materials and 3rd party product suppliers have continued increasing in recent weeks creating even greater volatility. Starting June 1st, all new and expired quotes will use updated pricing to reflect those cost increases. These changes only partially account for the increases we have received.

SIKA CORPORATION • ROOFING

100 Dan Road · Canton, MA 02021 · USA
Phone: 781-828-5400 · Fax: 781-828-5365 · usa.sarnafil.sika.com

The table below outlines the Sika Sarnafil product categories that will be affected, and the percentage increase being implemented.

Product Category	Announced Price Increase
All Sarnafil and Sikaplan Membranes	7%
All Feltbacked Membranes	8%
All non-board Accessories	8%
Non urethane Adhesives, Sealants	8%
Fasteners, Plates	12%
Edge Metal, Clad Metal, Termination Bars	20%
Urethane Adhesives	Previously Communicated

Some other items to note:

-Quote expiration dates will be reduced to a 30-day window. Given the ongoing volatility and unpredictable nature of the current environment, we believe this gives you the most flexibility to work with your customers to pass along price increases when needed.

-Surcharge vs. price increases outlined in the table above will be handled in following way:

Projects in Progress	Valid Quotes, Already Ordered with Shipping Starting After 6/15/21	Expired and New Quotes starting June 1st.	Urethane Adhesives
Pricing held including surcharge for entire project duration	All orders will have 4% surcharge applied until project completed (even if surcharge was not previously quoted)	Will use new price increases. No surcharge assessed.	Increases Effective Immediately on All Orders

Membrane Offering Simplification (Golden 19):

Similar to the needed changes with pricing, we must also make some strategic decisions when it comes to our product offering for the remainder of the year. Due to the current raw material shortages that are affecting the industry globally, combined with the huge leap in overall demand, we will be focusing on producing and supplying our core group of membranes.

These changes will increase our ability to supply the largest portion of our product demand and also help to reduce current lead times for product as time goes on. Below you will find a summary of the only 5' and 10' wide membrane products that we will be offering until further notice.

Part Number	Product
191262	Sikaplan Fastened 60 10x100 ft White
191263	Sikaplan Fastened 60 5x100 ft White
191283	Sikaplan Fastened 60 10x100 ft White FELT
191207	Sarnafil G410-15 60 mil 10x100ft EnergySmart White
191219	Sarnafil G410-15 60 mil 10x80ft EnergySmart White FELT
191226	Sarnafil G410-15 60 mil 5x100ft EnergySmart White
191213	Sarnafil G410-20 80 mil 10x100ft EnergySmart White
191228	Sarnafil G410-20 80 mil 5x100ft EnergySmart White
493559	Sarnafil G410-20 80 mil 10x80ft EnergySmart White FELT
191210	Sarnafil S327-60 mil 10x100ft EnergySmart White
191211	Sarnafil S327-60 mil 5x100ft EnergySmart White
191221	Sarnafil S327-15 60 mil 10x80ft EnergySmart White FELT
191216	Sarnafil S327-20 80 mil 10x100ft EnergySmart White
191217	Sarnafil S327-20 80 mil 5x100ft EnergySmart White
493574	Sarnafil S327-20 80 mil 10x80ft EnergySmart White FELT
506028	Sarnafil G410-15 60 mil 10x100ft EnergySmart Reflective Gray
506186	Sarnafil S327-15 60 mil 10x100ft EnergySmart Reflective Gray
517775	Sarnafil S327-15 60 mil 10x80ft EnergySmart Reflective Gray FELT
545759	Sarnafil S327-15 80 mil 10x100ft EnergySmart Reflective Gray

We will produce and supply all membranes on projects already started and in progress and for orders in hand. Any new orders arriving after June 15th will need to be fulfilled from our "Golden 19" list. As we get past these challenging supply situations, our intention is to start to reintroduce additional product offerings (Décor/colored membranes, Textured membrane, 72 mil membranes, Sikaplan FB3 and FRF, etc.) and will communicate updates along those lines when that time comes.

As you can imagine, these are not easy decisions to make but we felt it was our obligation to our customers to make the best choices to supply as many of your projects as possible for the remainder of the year. Please reach out to your local sales representative with any questions you may have. We also encourage you to submit orders with as much lead time as possible and working closely with your local sales representative.

We hope that as the year progresses, these challenges start to diminish, and we can get back to a broader product offering and see costs stabilize. As always, we greatly appreciate your ongoing partnership and understanding during these challenging times.



TO: All Valued McElroy Metal Customers

FROM: Mark Lawson
Vice President – Sales

DATE: June 3, 2021

RE: McElroy Metal Pricing

Steel Mills, and many accessory suppliers, have announced yet another round of price increases. Demand for metal construction products remains robust and supply shortages and disruptions continue to be an industry challenge.

McElroy Metal will be implementing a price increase that will take effect for all orders placed after Noon on July 1, 2021 and any orders shipped after July 23, 2021.

Your McElroy Metal pricing will increase as follows:

Painted Panels, Slit Coil and Flat Sheets: 7%
Bare Panels, Slit Coil and Flat Sheets: 9%
All Trim: 4%
All Substructural Products: 10%
Fasteners: 10%
All Metal Accessories and Clips: 5%
All other Accessories: 6%

Please note: To receive current pricing, orders must be entered by Noon on July 1st and shipped on or before July 23rd. To ensure service to all customers, McElroy Metal reserves the right to limit order quantities to match historical usage.

Due to industry supply disruptions, outages, and capacity limitations, McElroy Metal may not be able to manufacture and ship all orders prior to price increase shipping cutoff. In those situations, current pricing at the time of shipment will be in effect.

We do anticipate additional increases. We will keep you apprised as information becomes available.

We very much appreciate your support and business.

MANUFACTURING LOCATIONS

ADELANTO, CA	ASHBURN, GA	BOSSIER CITY, LA	CLINTON, IL	DIAMOND, MO	HOUSTON, TX	LEWISPORT, KY
MARSHALL, MI	MAUSTON, WI	MERKEL, TX	PEACHTREE CITY, GA	SUNNYVALE, TX	WINCHESTER, VA	



Brad Beldon <brad.beldon@beldon.com>

Aluminum and Steel Price Adjustment

1 message

Englert Inc <joconnor@leafguard.com>

Fri, Jun 11, 2021 at 3:45 PM

Reply-To: joconnor@leafguard.com

To: brad.beldon@beldon.com



Aluminum and Steel Price Adjustment

June 11, 2021

Dear Valued Customer,

Aluminum & Steel prices have continued to increase month after month mainly due to high demand and low supply. The limited supply is due to Covid-19 outbreaks and fires at the mills. These supply issues combined with Foreign Trade Regulations have increased pricing.

As a result, Englert is announcing the following price increase effective July 1, 2021:

Aluminum and Steel Products 10% (Approx. depending on the item)

Any large orders will need to be reviewed by management and could be subject to increased pricing.

We will continue to keep you informed and give as much notice as possible before any future price adjustments so that you can plan accordingly. If you have any questions or would like any additional information, please contact your Englert representative.

Thank you,

Dave Thomas
Director of Sales

Englert Inc | [1200 Amboy Ave, Perth Amboy, NJ 08861](#)

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June 16, 2021

To our valued Customers:

I am sure you are aware of the unprecedented market conditions we are experiencing this year with regard to supply chain interruptions and material shortages. Manufacturer lead times have been extended into the fourth quarter and beyond, with pricing being established at the time of shipment. Increased cost and shortages of raw materials, strong demand across all sectors of the supply chain, deficient transportation and labor issues, have all exacerbated the market condition.

This has resulted in numerous price increases and surcharges with little or very short notices. In most cases, prices on commercial materials are quoted at the time of shipment, making it very difficult to manage our businesses.

We will continue to work closely with our manufacturers and keep you in communication as this condition evolves and hopefully subsides in the coming months. We understand the impact it has on managing your business and we will do everything in our power to communicate product availability and pricing as soon as it is made available to us.

Together we will manage our way through these difficult times, and provide you with the best service possible under these conditions. Thank you for the trust you have in us to service your business and for your support of SPEC Building Materials Corporation.

Sincerely,

**Jim Coston
Regional Vice President
Spec Building Materials Corporation**



Brad Beldon <brad.beldon@beldon.com>

Firestone Price Increase Announcement

1 message

Firestone Building Products <marketing@firestonebp.com>

Thu, Jun 17, 2021 at 3:39 PM

Reply-To: marketing@firestonebp.com

To: brad.beldon@beldon.com

FIRESTONE BUILDING PRODUCTS ANNOUNCEMENT



Price Increase Announcement

TO: FSBP U.S. Valued Customers

As a result of the continued deterioration in market conditions, Firestone Building Products is implementing the following increases:

Effective July 16, 2021, the following price increases will be implemented:

Category	Increase
EPDM Membranes	Up to 7%
PVC & Related Accessories	Up to 10%
TPO Membranes	Up to 7%
ISO	Up to 10%
Steel	Up to 12%
Aluminum	Up to 12%
Other Accessories (including plates & fasteners)	Up to 20%
Freight	Increased to \$425/ truck

Any new commitments between the date hereof and July 17th, will be subject to current market pricing practices based on shipping date, not order date.

Thank you for your continued support of Firestone Building Products.

If you have any questions regarding how this announcement will impact you, please reach out to your local [Firestone Sales Representative](#) or Regional Business Manager.

Sincerely,



Jeff Boecker
Pricing Director
Firestone Building Products

FIRESTONE BUILDING PRODUCTS
200 4TH AVENUE SOUTH
NASHVILLE, TN 37201

FIRESTONEBPCO.COM

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Firestone
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June 17, 2021

GAF Commercial Roofing Order Processing Update

To: Customers of GAF Commercial Roofing-USA

Dear Friends,

Well, here we are.

the domino effect
(Business English) Noun (singular)

The situation in which one event causes a series of related events, one following another:

-The collapse of a bank could have an unlucky domino effect on other financial institutions.

If what our industry is experiencing right now isn't a domino effect, I don't know what is.

I am sure that everyone is getting a little weary of the relentless Bulletins that we manufacturers of building materials are being forced to compose this season. Nonetheless, these communications are vital to keeping the markets and you informed. And, perhaps even more importantly, to inspire different behaviors, processes and priorities as to how to procure materials needed to keep business moving ahead.

As a nod to the collective weariness and frustration, I will try to make this update short.

1. GAF Customer Care Departments have faced a tsunami of incoming orders for the last six to eight weeks. We are adding human resources as quickly as possible, but it takes time.
2. We have a significant backlog and are not in a position to provide accurate delivery dates in a timely fashion. This delay is not acceptable to us, and we understand how difficult it is for you to be in the dark about scheduling.
3. Our current lead times for TPO, PVC and ISO are currently very extended - up to 16 weeks for some products.
4. In order to catch up on the backlog and become current in our outlook, we have to pause sending confirmations on NEW orders, effective immediately. In essence, this pause in "Order Entry" does nothing to change the fact that the lead times are what they are, and all new orders will be processed as of the date of their submission to Customer Care. There is no such thing as jumping the line.

This DOES NOT mean that we are not accepting new orders. It simply means that you may not hear from us for several weeks with an order acknowledgment and/or confirmation.

PCD3521



We
protect
what
matters
most

Please follow these guidelines for contacting GAF Commercial Customer Care:

- New orders - VIA EMAIL ONLY. We are implementing dedicated mailboxes by Region that should be functional by July 1 and will communicate those addresses to you very soon.
- Reduction of material quantities, and/or changes to ship to addresses on existing orders with confirmed delivery dates - VIA PHONE ONLY.
- Due to incredibly difficult transportation challenges, a change to a delivery date will result in a cancellation of that order and a re-entry of it in the queue, as if it were a new order.

Please know that all existing orders either to a job site or a stocking warehouse will be confirmed to ship for the requested delivery date, as normal.

I hope the content of this update is clear and the temporary methods are workable for your business. We are stretching our capabilities mightily -- and doing our level best to be flexible when we can. Please call me or your GAF AVP, RSD or Territory Manager if you have questions.

Thanks for being you, with my very best,

Alma Garnett
Sr. Vice President, Sales
Commercial Roofing Systems

PCD3521



Brad Beldon <brad.beldon@beldon.com>

GenFlex Price Announcement

1 message

Firestone Building Products <marketing@firestonebp.com>
Reply-To: marketing@firestonebp.com
To: brad.beldon@beldon.com

Thu, Jun 17, 2021 at 3:39 PM



Price Increase Announcement

TO: GenFlex Valued Customers

As a result of the continued deterioration in market conditions, Firestone Building Products is implementing the following increases:

Effective July 16, 2021, the following price increases will be implemented:

Category	Increase
EPDM Membranes	Up to 7%
TPO Membranes	Up to 7%
ISO	Up to 10%
Other Accessories (including plates & fasteners)	Up to 20%
Freight	Increased to \$425/ truck

Any new commitments between the date hereof and July 17th, will be subject to current market pricing practices based on shipping date, not order date.

Thank you for your continued support of Firestone Building Products.

If you have any questions regarding how this price adjustment will impact you, please reach out to your local [GenFlex Sales Representative](#) or Regional Business Manager.

Sincerely,

Jeff Boecker
Pricing Director
Firestone Building Products

FIRESTONE BUILDING PRODUCTS
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Roof Shingle and Underlayment Products Price Increase Announcement June 21st, 2021

April 16th, 2021

Greetings Valued Customers,

Due to increased raw material costs, Atlas is announcing a 5% to 7% price increase for all shingle, underlayment, & ventilation products, effective June 21st, 2021.

The price increase will apply to all shipments on or after June 21st, 2021, regardless of order placement date. Your Atlas Sales Representative will communicate the exact amounts by product prior to June 21st.

If you have any questions, please contact your Atlas Sales Representative.

Sincerely,

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



Atlas Roofing Corporation - 2000 RiverEdge Pkwy, Suite 800 - Atlanta, GA 30328



Brad Beldon <brad.beldon@beldon.com>

Carlisle Syntec Systems' Field Communication

1 message

Carlisle Syntec Communications <communications@carlisesyntec.com>

Mon, Jun 21, 2021 at 2:01 PM

Reply-To: communications@carlisesyntec.com

To: brad.beldon@beldon.com



June 21, 2021

This letter serves as an update to prior communications regarding supply and cost challenges. For the reasons previously cited, numerous raw material suppliers have declared force majeure. As a result, Carlisle is receiving quantities of raw materials that are far short of demand and previous forecasts. In addition, the costs for those materials continue to rise in dramatic fashion. Freight costs have risen significantly as well, resulting in increased freight surcharges. You have seen numerous price increase announcements as a result. Due to the speed and severity of the increases and the surge in orders to “get in line”, all orders not protected by a quote will be priced at the time of shipment.

Carlisle does not expect to see much improvement in raw material supply this year, and some suppliers have suggested that improvement should not be expected until well into 2022. The products most impacted are fasteners/plates, polyiso, low-rise foam, EPDM, and TPO. You are encouraged to plan accordingly.

At Carlisle, our intent is to be transparent and to communicate openly. At times, our order process has been impacted by the unforeseen raw material challenges listed above. We are working diligently to refine and improve this process.

Regarding the fire in Carlisle's Terrell, TX, polyiso facility, repairs are nearing completion and production is expected to start back up very soon.

We ask for your continued patience and understanding; please know that we are trying to make the best of a very difficult situation.

Sincerely,



Frank Palmer
National Sales Director, Carlisle SynTec Systems



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Brad Beldon <brad.beldon@beldon.com>

GenFlex Price Announcement

1 message

Firestone Building Products <marketing@firestonebp.com>
Reply-To: marketing@firestonebp.com
To: brad.beldon@beldon.com

Thu, Jun 17, 2021 at 3:39 PM



Price Increase Announcement

TO: GenFlex Valued Customers

As a result of the continued deterioration in market conditions, Firestone Building Products is implementing the following increases:

Effective July 16, 2021, the following price increases will be implemented:

Category	Increase
EPDM Membranes	Up to 7%
TPO Membranes	Up to 7%
ISO	Up to 10%
Other Accessories (including plates & fasteners)	Up to 20%
Freight	Increased to \$425/ truck

Any new commitments between the date hereof and July 17th, will be subject to current market pricing practices based on shipping date, not order date.

Thank you for your continued support of Firestone Building Products.

If you have any questions regarding how this price adjustment will impact you, please reach out to your local [GenFlex Sales Representative](#) or Regional Business Manager.

Sincerely,

Jeff Boecker
Pricing Director
Firestone Building Products

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Sika Sarnafil Updated Price Lists

1 message

US-UsMarketingSarnafil <marketing.sarnafil@us.sika.com>

Mon, Jun 21, 2021 at 3:56 PM

Dear Valued Customer:

As communicated on 5/28/21 (see attached), Sika Sarnafil has instituted a variety of price increases to account for the ongoing costs from raw material and third party vendors.

As a reminder:

- As of 6/1 all new and existing quotes will reflect V2 Pricing if orders were not placed prior to 6/15.
- All orders submitted prior to 6/15 but did not begin shipping until after 6/15 will be assessed the full 4% surcharge (unless updated to the new V2 pricing).
- In progress projects where materials started shipping prior to 6/15 will continue with previously established pricing/surcharges.

Also attached with this email you will find our updated (V2) price list documents reflecting those previously communicated changes. It is important to note that we kept all membrane products listed on the price list but are currently only offering our "Golden 20" membranes for 5 and 10-foot wide products on any new orders received after June 15 until further notice. Please continue to contact customer service for availability of 6.56-foot wide membrane product offerings for the time being. We have also included a template letter that may be helpful to you in passing along these material cost increases to your customers. One of our top priorities as your partner is to help enable the successful continuation of your business. The document helps provide context to the driving forces causing the ongoing challenges with material supply and cost increases affecting the industry.

As always, we appreciate your continued understanding during these challenging times. Thank you.

**US-UsMarketingSarnafil**

Claudia Galvez

Sika Corporation

100 Dan Road · Canton · NJ · 02021 · United States

Phone: 800-451-2504

marketing.sarnafil@us.sika.com

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5 attachments**Sika Sarnafil - June 2021 Pricing & Product Offering Update.pdf**

175K

**V2 2021 June Sarnafil Price List - FINAL.pdf**

1380K

**V2 2021 June Sikaplan Price List - FINAL.pdf**

1144K

**V2 2021 June Waterproofing Price List - FINAL.pdf**

767K

**June 2021 Product Pricing-Shortages Letter.pdf**

86K



June 3, 2021

To: Carlisle Manufacturers' Representatives, Distributors, and Authorized Applicators - US

Re: Metal Price Increases – Effective June 28, 2021

As the metal industry continues to experience high demand and constrained supply, a price increase on both our steel and aluminum products is necessary.

Metal markets remain extremely tight globally and domestic mills are essentially sold out through the 3rd quarter. Demand is strong across all sections of the metal supply chain, and we expect this to continue to be the case well into the fall. In addition, we have seen cost increases in lumber, packaging, and freight.

As a result of current market conditions, effective June 28, 2021, Carlisle will be raising metal pricing as follows:

Product	Increase
Steel Flat Sheets	17%
Aluminum Flat Sheets	10%

All products will be priced at the time of shipment. Additionally, the freight surcharge will increase to 2.5%.

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

Sincerely,

Frank Palmer
National Sales Director, Carlisle SynTec Systems

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

ANNOUNCEMENT

June 23, 2021

To: Customers and Sales Representatives

RE: Supply Chain & Cost Challenges Update

In case you missed us, we're back with updates on what are becoming our two "favorite" subjects. Supply chain and costs. In an ever-changing environment we want to ensure you have the latest information on these items. As previously cited, numerous raw material suppliers have declared force majeure. As a result, Hunter Panels is receiving quantities of raw materials that are far short of demand and previous forecasts. In addition, the costs of the materials continue to rise in dramatic fashion. Freight costs have also risen significantly resulting in increased freight surcharges. You have seen numerous price increase announcements as a result. Due to the speed and severity of the increases and the surge in orders to "get in line", all orders not protected by a quote will be priced at time of shipment.

Moving forward we do not expect to see much improvement in raw material supply this year, and some suppliers have suggested that improvement should not be expected until 2022. We continue to manage the supply chain, but raw material increases, and availability issues are widespread, and thus we encourage you to plan accordingly.

The fact is, what we are all experiencing in the building construction market is historical and it is tough not to find a product unaffected by the many disruptions. The shortages of material and rapid price increases are creating backlogs never seen before. At Hunter Panels we will continue to do everything in our power to minimize the impact, when possible, and provide transparency with the most accurate information we have.

Regarding the fire at our Terrell, TX polyiso facility, repairs are nearing completion and production is expected to start back up very soon. This is great news and we are excited for Texas to be back up and running.

We appreciate your continued cooperation, support and patience. Please know we are doing everything we can to work through these challenging times and we know you are too. Should you have any questions please contact your Hunter Panels Regional Manager or myself. I want to wish each of you the best and I know together we will overcome this adversity.

Sincerely,



June 24th, 2021

To: Atlas Polyiso Roof Insulation Customers

Subject: Roof Insulation - USA

Unfortunately, we are still experiencing raw material shortages and continue to see an upward trend with raw material pricing, as well as increased freight costs.

As such, in an effort to support our previously announced (May 26th) price increase which is effective June 28th, we will need to make the following price adjustments:

- **All polyiso roof insulation orders not protected by a project quote will be priced at the new Atlas list price with orders shipped on or after July 2nd, 2021.**

Please contact me, Tim Milroy, Shaun Kerschen or your local Atlas representative if you have additional questions.

We appreciate your business and support of Atlas during this challenging time within our industry.

**Steve Heaton
Vice President
Roof and Wall Insulation Division**



Brad Beldon <brad.beldon@beldon.com>

ROCKWOOL Price Increase Announcement

1 message

Firestone Building Products <marketing@firestonebp.com>

Fri, Jun 25, 2021 at 12:16 PM

Reply-To: marketing@firestonebp.com

To: brad.beldon@beldon.com

FIRESTONE BUILDING PRODUCTS ANNOUNCEMENT



ROCKWOOL Price Increase Announcement

Dear Firestone Building Products Customers,

Please note that ROCKWOOL is increasing the price on all MONOBOARD®, TOPROCK®, and MULTIFIX™ insulation products in the US and Mexico markets shipping on or after September 1, 2021.

Product	Date of Increase	Increase
MONOBOARD®	September 1, 2021	8%
TOPROCK®	September 1, 2021	8%
MULTIFIX™	September 1, 2021	8%

The above increases will apply to all orders shipped on or after September 1, 2021 regardless of date of order placement or previous confirmation. Existing orders will be reconfirmed at the new price and customers will have the right to cancel without penalty.

If you have any questions regarding this announcement or its impact on your business, please contact your local **Firestone** or **GenFlex** Sales Representative, or Regional Business Manager.

We appreciate your continued support of Firestone Building Products.

Sincerely,

Edward Klonowski
Insulation Product Manager

FIRESTONE BUILDING PRODUCTS
200 4TH AVENUE SOUTH
NASHVILLE, TN 37201

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June 28, 2021

To: Carlisle Manufacturers' Representatives, Distributors, and Authorized Applicators - US

Re: Q3 Price Increase – Effective August 2, 2021

The commercial roofing industry, like many others, continues to navigate historic global supply chain challenges. The severity of the supply chain situation cannot be overstated. It has had a broad reaching impact on the prices and availability of nearly all products within our industry. While Carlisle has been diligent in forecasting and proactively communicating raw material cost impacts, the prices and availability of raw materials have yet to stabilize.

As a result, Carlisle must implement the following price increase **effective August 2, 2021**. The resulting price documents will be valid from August 2, 2021 through December 31, 2021.

Product	Increase
TPO Membranes	5%
EPDM Membranes	10%
PVC Membranes	10%
Polyiso Insulation	7-10%
Plates & Fasteners	10%
Bonding Adhesives	10%
Low-Rise Foam	15%
Coatings	Up to 25%
All Other Products & Accessories	10%
Material Upcharges (APEEL, FAT, CGF, etc.)	Up to \$0.01/SF

The price increase applies to all orders that are shipped on or after August 2, 2021; including orders with requested ship dates prior to August 2, 2021 which Carlisle is unable to fulfill. Existing quotes will be honored provided quoted material is available to ship prior to quote expiration. Requests for quote extensions will be considered, but only at increased prices. All new quotes will include these increases.

An updated price book and membrane/iso price lists will be distributed within the next 48 hours.

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

Sincerely,

Frank Palmer
National Sales Director, Carlisle SynTec Systems

H U N + E R



15 Franklin Street - Portland, Maine 04101
Phone: 888 746 1114 | info@hpanels.com

ANNOUNCEMENT

June 28, 2021

TO: Hunter Panels US and Canadian Customers

RE: Price Increase Announcement - Effective August 2nd, 2021

The commercial roofing and wall industries, like many others, continue to navigate historic global supply chain challenges. The severity of the supply chain situation cannot be overstated. It has had a broad reaching impact on pricing and availability of nearly all products within our industry. While Hunter Panels has been diligent in forecasting and proactively communicating raw material cost impacts, the prices and availability of raw materials have yet to stabilize.

As a result, Hunter must implement the following price increase effective August 2, 2021. The resulting price documents will be valid from August 2, 2021 through December 31, 2021.

Polyiso Roof and Wall Insulation 7 – 10%

This price increase applies to all orders that are shipped on or after August 2, 2021; including orders with requested ship dates prior to August 2, 2021, which Hunter is unable to fulfill. Existing quotes will be honored provided quoted material is available to ship prior to quoted expiration date. Requests for quote extensions will be considered, but only at increased prices. All new quotes will include these increases.

We regret the need to pass along this increase and will continue to have open and honest communication on any questions you have. Please reach out to your Hunter Regional Manager or to me with any questions you have.

We understand this is not the news you wanted to hear and it's not the news we wanted to give. We thank you for your understanding and continued support. We will all get through this together.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Matt Peterson'.

Matt Peterson

General Manager



June 29, 2021

Leo Rossi
Best Roofing
1600 NE 12th Terrace
Fort Lauderdale, FL 33305

Re: Potential Supply Chain Disruption

Dear Mr. Rossi

Like so many others, our supply chain challenges continue. Manufacturers and suppliers across the world are facing similar issues; the causes are common to all. This letter is to inform you of potential intermittent disruptions for products produced at one of our facilities.

I can assure you that our entire global supply chain team works daily to provide possible solutions to mitigate this industry-wide issue. We understand, however, that any delay in supply can impact your business. Therefore, we want to notify you of our limited availability of insulation adhesives, metal accessories and COLPLY[®] EF due to this industry-wide supply chain disruption.

We do not anticipate any long-term issues, and we are doing everything possible to avoid interruptions in production and delivery schedules. In fact, should we run out of any SOPREMA material, our team is prepared to provide you with substitution options. Also, should a disruption be unavoidable, you will, of course, be notified as soon as possible.

As we work through this challenge, and as always, we thank you for your business and your continued support. Our team will keep you informed regarding this fluid situation, but do not hesitate to contact us should you have questions.

Sincerely,

Tim Kersey
CEO – U.S. Operations

cc: Frank Griffith, Vice President of U.S. Sales and Marketing
Greg Morgan, Director of Supply Chain and IT
Jeff Guritza, Director of Marketing
Nick Randjelovic, Director of Business Development and Technical Services



Brad Beldon <brad.beldon@beldon.com>

Price Increase Effective July 15, 2021

1 message

Tropical Roofing <marketing@gotropical.com>
Reply-To: Tropical Roofing <marketing@gotropical.com>
To: brad.beldon@beldon.com

Tue, Jun 29, 2021 at 5:24 PM

[View this email in your browser](#)



To Our Valued Customers

Price Increase Announcement, Effective July 15, 2021



www.TropicalRoofingProducts.com

Built On The Principles Of Quality & Integrity

June 28, 2021

To: Tropical's Valued Customers

From: Michael King, VP of Sales

Re: Price Increase Effective July 15th, 2021

Dear Valued Customer:

As you know, the roofing industry continues to experience rapidly escalating costs for raw materials and transportation due to government mandated shutdowns, disruption to supply chains, freight shortages and unprecedented cost increases.

As a result of these continued historic cost increases, we cannot continue to maintain July 1st pricing levels and we must implement the following additional price increases for orders shipped on or after July 15th, 2021, regardless of order entry date.

Product Line	Increase
Silicones	8-15%
Acrylics	8-15%
Foam	10-15%
Asphalts (non-emulsion)	8-15%
Emulsion (bulk)	8-15%

Should you have any comments or questions please do not hesitate to contact your Tropical representative. We thank you for understanding and we are grateful for your business.

Regards,
Michael King
VP of Sales

<p>FLORIDA 1904 SW 31ST AVE HALLANDALE, FL 33009 800.432.2855</p>	<p>CALIFORNIA 14435 MACAW STREET LA MIRADA, CA 90638 877.827.2622</p>	<p>TEXAS 1225 BRAI DRIVE PORT ARTHUR, TX 77640 866.727.0091</p>
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You are receiving this email because you opted-in at our website. We send announcements to our best customers.

Tropical Roofing Products
1904 S.W. 31st Avenue
Hallandale, FL 33009

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TO: All Valued McElroy Metal Customers

FROM: Mark Lawson
Vice President – Sales

DATE: July 8, 2021

RE: McElroy Metal Pricing

Steel Mills, paint companies and accessory suppliers have announced another round of price increases. The main driving force for the increases continues to be strong demand for metal construction products. Unfortunately, supply shortages and disruptions will continue to be an industry challenge as demand outpaces supply and manufacturers struggle with capacity and logistic issues.

McElroy Metal will be implementing a price increase that will take effect for all orders placed after Noon on August 5, 2021 and any orders shipped after August 20, 2021.

Your McElroy Metal pricing will increase as follows:

Painted Panels, Slit Coil and Flat Sheets: 6%
Bare Panels, Slit Coil and Flat Sheets: 7%
All Trim: 3%
All Substructural Products: 7%
All Metal Accessories and Clips: 4%
All Fasteners and other Accessories: 3%

Please note: To receive current pricing, orders must be entered by Noon on August 5th and shipped on or before August 20th. To ensure service to all customers, McElroy Metal reserves the right to limit order quantities to match historical usage.

Due to industry supply disruptions, outages, and capacity limitations, McElroy Metal may not be able to manufacture and ship all orders prior to price increase shipping cutoff. In those situations, current pricing at the time of shipment will be in effect.

We do anticipate additional increases. We will keep you apprised as information becomes available.

We very much appreciate your support and business.

MANUFACTURING LOCATIONS

ADELANTO, CA	ASHBURN, GA	BOSSIER CITY, LA	CLINTON, IL	DIAMOND, MO	HOUSTON, TX	LEWISPORT, KY
MARSHALL, MI	MAUSTON, WI	MERKEL, TX	PEACHTREE CITY, GA	SUNNYVALE, TX	WINCHESTER, VA	

MEMO

Sarnafil

BUILDING TRUST



TO Sika Sarnafil Authorized Applicators
CC
FROM Sika Sarnafil
PAGES 1
DATE July 8, 2021

Subject: Sika Sarnafil Pricing Update July 8, 2021

To: All Sika Sarnafil Authorized Applicators

In our last Pricing bulletin dated May 28, 2021, we notified you we would be using our V2 2021 Price List for all quotes starting June 1, 2021.

Since then we have received additional, significant cost increases from suppliers for raw materials used to make our membrane as well as for accessories. These costs came with little to no notice and were effective immediately.

Since we have already started to quote and use our V2 2021 Price List we believe the simplest approach to dealing with these additional, unforeseen costs is to re-implement our supply surcharge approach from earlier this year. Starting August 1, 2021, we will implement a 5% surcharge in addition to the V2 pricing.

In addition to supply cost increases, our overall freight/logistics costs have tripled in recent months. We must do something to chip away at this cost so we will also be implementing a \$250.00/truck logistics surcharge starting August 1, 2021. This will be a line item on your invoice.

We understand that all these pricing moves are difficult to keep track of and manage with your customers. Please know we are doing all we can to minimize the impact to you.

Thank you for your ongoing understanding as we continue to navigate these challenging times for the roofing industry.

Regards

Sika Sarnafil Team

SIKA CORPORATION • ROOFING
100 Dan Road · Canton, MA 02021 · USA
Phone: 781-828-5400 · Fax: 781-828-5365 · usa.sarnafil.sika.com

MEMO

Samafil

BUILDING TRUST



To: Sika Sarnafil Authorized Applicators

cc

From: Brian Whelan

Pages: 2

Date: July 8, 2021

Dear Friends,

We hope that you had a great 4th of July weekend.

Many of us have been in this (Roofing) business a long time now. What is occurring now in the commercial roofing business is like nothing I have ever seen before. Like you, we are experiencing shortages or delays of just about everything we need to run our business and service our customers. I am sure that you are getting tired of the never-ending notices that we Manufacturers are sending your way. Our goal at Sika Sarnafil with sending the notices has been to:

-Keep you informed

-Help you to communicate the situation to your customers, including pricing and cost increases.

-Allow you to bid upcoming work with best insight to pricing & product availability.

We apologize for the information overload, but we think it better to over communicate than the alternative right now. Attached you will find what we hope is our last pricing bulletin for the year.

We are doing all we can to keep our flow of membrane and accessories within our control to you and your jobs. As you know it is no easy task getting everything needed to a job at the agreed date right now, but our team continues to work diligently to help meet your needs.

SIKA CORPORATION • ROOFING

100 Dan Road · Canton, MA 02021 · USA

Phone: 781-828-5400 · Fax: 781-828-5365 · usa.sarnafil.sika.com

MEMO

Sarnafil

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One area currently out of our control is with insulation. Our insulation suppliers are experiencing tremendous difficulties getting necessary raw materials and what they can get is at a much higher cost. It is very unfortunate for all of us, but recently certain suppliers are taking a much different approach to how they are handling pricing. We have all seen the price increase notices, but what is new is that often they are timing the final price to when the truckload ships even if the product was quoted, ordered and/or confirmed at a lower price. We have already started seeing this on jobs already underway. This is resulting in us having to do the same. We know this may be challenging for some of your projects and we will do all we can to navigate through this situation. Your Sika Sarnafil salesperson can help you with any supporting documents to help you pass on to others.

It will take time to work through this situation. We understand that jobs already started will create the most challenges for both of us. For jobs yet to start we must work together to match up our pricing with anticipated start dates. Our plan would be to give you updated pricing with as much notice as possible. All new projects -quoted will reflect pricing at the time of anticipated shipping. Under this protocol we trust there will be less confusion and heartburn moving forward.

Thank you for your ongoing support during these most challenging of times. The good news is there is plenty of work out there.

Regards.

Brian Whelan

Brian Whelan
EVP Roofing & Flooring, President Sarnafil Services Inc.



July 16, 2021

Subject: Residential Roofing Price Increase

Dear Owens Corning Residential Roofing Customer:

Due to rising costs, Owens Corning Sales, LLC is announcing a price increase of **5 to 7 percent** on all shingle and Owens Corning branded roofing accessory products, effective **August 30, 2021**.

This increase will apply to all shipments on or after **August 30, 2021**, regardless of order entry date. As this date approaches, we will communicate specific increase amounts by product.

Thank you for your business and continued support of Owens Corning. Please contact your Area Sales Manager with any questions.

Regards,

A handwritten signature in black ink that reads "Custer Livermore III".

Custer Livermore
VP, Sales

MEMO

Sarnafil

BUILDING TRUST



TO Sika Sarnafil Authorized Applicators
CC
FROM Sika Sarnafil
PAGES 1
DATE July 8, 2021

Subject: Sika Sarnafil Pricing Update July 8, 2021

To: All Sika Sarnafil Authorized Applicators

In our last Pricing bulletin dated May 28, 2021, we notified you we would be using our V2 2021 Price List for all quotes starting June 1, 2021.

Since then we have received additional, significant cost increases from suppliers for raw materials used to make our membrane as well as for accessories. These costs came with little to no notice and were effective immediately.

Since we have already started to quote and use our V2 2021 Price List we believe the simplest approach to dealing with these additional, unforeseen costs is to re-implement our supply surcharge approach from earlier this year. Starting August 1, 2021, we will implement a 5% surcharge in addition to the V2 pricing.

In addition to supply cost increases, our overall freight/logistics costs have tripled in recent months. We must do something to chip away at this cost so we will also be implementing a \$250.00/truck logistics surcharge starting August 1, 2021. This will be a line item on your invoice.

We understand that all these pricing moves are difficult to keep track of and manage with your customers. Please know we are doing all we can to minimize the impact to you.

Thank you for your ongoing understanding as we continue to navigate these challenging times for the roofing industry.

Regards

Sika Sarnafil Team

SIKA CORPORATION • ROOFING

100 Dan Road · Canton, MA 02021 · USA

Phone: 781-828-5400 · Fax: 781-828-5365 · usa.sarnafil.sika.com



Roof Shingle and Accessory Products Price Increase Announcement August 30th, 2021

July 20th, 2021

Greetings Valued Customers,

Due to increased raw material and transportation costs, Atlas is announcing a 5% to 10% price increase for all shingles, ventilation, and underlayment products, effective August 30th, 2021.

The price increase will apply to all shipments on or after August 30th, 2021, regardless of order placement date. Your Atlas Sales Representative will communicate the exact amounts by product prior to August 30th.

If you have any questions, please contact your Atlas Sales Representative.

Sincerely,

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



Atlas Roofing Corporation - 2000 RiverEdge Pkwy, Suite 800 - Atlanta, GA 30328



July 21, 2021

Subject: Underlayment Price Increase

Dear Valued RHINOROOF® & TITANIUM ® Roofing Product Distributor Customers:

Owens Corning Sales, LLC is announcing a price increase of **3 to 7 percent** on all coated woven synthetics and self-adhered products under the RhinoRoof® & Titanium® brands.

The increase will be effective August 30, 2021. This increase will apply to **all orders shipped on or after August 30**, shipping at the plant's discretion. As this date approaches, we will communicate specific increase amounts by product.

Thank you for your business and continued support of synthetic and self-adhered underlayments. Please contact your Area Sales Manager with any questions.

Regards,

A handwritten signature in black ink, appearing to read "Jenilee Common".

Jenilee Common
Vice President, General Manager Components

Bulletin

July 22, 2021

Dear CertainTeed Residential Roofing Customers:

US Residential Roofing Products Price Increase:
Effective September 7, 2021

CertainTeed will increase prices on all residential roofing shingles and accessory products by up to 6% effective as of September 7, 2021.

All Orders shipped on or after September 7, 2021 will be invoiced at the new price, regardless of the order entry date. This increase will include all shipments. We will provide you with specific amounts by product as we get closer to this date.

Your CertainTeed Regional Manager and Territory Manager will assist in answering specific questions regarding this increase.

We appreciate your continued support of CertainTeed Residential Roofing Products.

Sincerely,



Doug Pietrick
Vice President, Sales
CertainTeed Exterior Products

Please distribute this notification to all of the appropriate people in your company.



Brad Beldon <brad.beldon@beldon.com>

Firestone Price Announcement

1 message

Firestone Building Products <marketing@firestonebp.com>

Thu, Jul 22, 2021 at 9:01 AM

Reply-To: marketing@firestonebp.com

To: brad.beldon@beldon.com

FIRESTONE BUILDING PRODUCTS ANNOUNCEMENT



Price Announcement

TO: FSBP U.S. Valued Customers

Dear Firestone Building Products customers,

The economy is recovering at an accelerating rate, with demand outpacing raw material supply. While we have done our best to shield our customers from the deteriorating supply environment, we have reached a point where we can no longer absorb the resulting cost increases, and we must pass along a portion to our customers.

Therefore, we will share a measure of these cost challenges with our customers through a price adjustment to our open orders through the end of 2021. To that end, as a one-time event on August 9, 2021, all current open orders with a ship date of August 9, 2021, or later will have a material price increase added as shown in the table below:

	Adjustment	UOM
Asphalt	\$2.50	Roll
EPDM	Up to \$0.06	SQFT
PVC	Up to \$0.07	SQFT
TPO	Up to \$0.06	SQFT
ISO	Up to \$0.08	BDFT
HD Boards	Up to \$0.04	SQFT

Metal and single-ply accessories pricing will continue to be based on published price sheet at the time of shipment.

Please contact your Regional Business Manager or your local [Firestone Sales Representative](#) for specific impacts to existing orders.

We thank you for your continued support.

Sincerely,



Jeff Boecker
Pricing Director
Firestone Building Products

FIRESTONE BUILDING PRODUCTS
200 4TH AVENUE SOUTH
NASHVILLE, TN 37201
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Firestone
Firestone Building Products

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Nashville, TN | 37201 US

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Brad Beldon <brad.beldon@beldon.com>

GenFlex Price Announcement

1 message

Firestone Building Products <marketing@firestonebp.com>

Thu, Jul 22, 2021 at 9:02 AM

Reply-To: marketing@firestonebp.com

To: brad.beldon@beldon.com



Price Announcement

Dear GenFlex Customers,

The economy is recovering at an accelerating rate, with demand outpacing raw material supply. While we have done our best to shield our customers from the deteriorating supply environment, we have reached a point where we can no longer absorb the resulting cost increases, and we must pass along a portion to our customers.

Therefore, we will share a measure of these cost challenges with our customers through a price adjustment to our open orders through the end of 2021. To that end, as a one-time event on August 9, 2021, all current open orders with a ship date of August 9, 2021, or later will have a material price increase added as shown in the table below:

	Adjustment	UOM
EPDM	\$0.06	SQFT
TPO	\$0.06	SQFT
ISO	\$0.08	BDFT
HD Boards	\$0.04	SQFT

Accessory pricing will continue to be based on published price sheet at the time of shipment.

Please contact your FSBP Regional Business Manager or your local [GenFlex Sales Representative](#) for specific impacts to existing orders.

We thank you for your continued support.

Sincerely,

Jeff Boecker
Pricing Director
Firestone Building Products

FIRESTONE BUILDING PRODUCTS
200 4TH AVENUE SOUTH
NASHVILLE, TN 37201
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GENFLEX.COM
1-800-443-4272



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200 4th Avenue South
Nashville, TN | 37201 US

This email was sent to brad.beldon@beldon.com.

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July 22, 2021

To Malarkey Roofing Products United States & Canadian Customers:

Malarkey Roofing Products® is announcing a 5-8% price increase on all Residential and Commercial Roofing Products. This increase will go into effect for all United States and Canadian customers on Monday, August 30, 2021.

Our field representatives and regional management will be working with you prior to the increase for pricing adjustments for your territory.

Orders shipped on or after August 30, 2021, will be invoiced at the new price regardless of order date.

Thank you for your continued support of Malarkey Roofing Products.



Rich Robbins
Vice President | Sales & Marketing



Brad Beldon <brad.beldon@beldon.com>

Aluminum and Steel Price Adjustment

1 message

Englert Inc <joconnor@leafguard.com>

Fri, Jul 23, 2021 at 8:10 AM

Reply-To: joconnor@leafguard.com

To: brad.beldon@beldon.com



Aluminum and Steel Price Adjustment

July 23, 2021

Dear Valued Customer,

Aluminum & Steel prices have continued to increase month after month mainly due to high demand and low supply. The limited supply is due to Covid-19 outbreaks and fires at the mills. These supply issues combined with Foreign Trade Regulations have increased pricing.

As a result, Englert is announcing the following price increase effective August 16, 2021:

Aluminum and Steel Products 10% (Approx. depending on the item)

Any large orders will need to be reviewed by management and could be subject to increased pricing.

We will continue to keep you informed and give as much notice as possible before any future price adjustments so that you can plan accordingly. If you have any questions or would like any additional information, please contact your Englert representative.

Thank you,

Dave Thomas
Director of Sales

Englert Inc | [1200 Amboy Ave, Perth Amboy, NJ 08861](#)

[Unsubscribe brad.beldon@beldon.com](#)

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Sent by [joconnor@leafguard.com](#) powered by





TO: All IKO Customers – USA

DATE: July 23, 2021

RE: Price Increase – September 1, 2021

IKO is implementing a price increase of 6-10% for residential roofing products and accessories effective with shipments on or after September 1, 2021. As we continue to bring stability to our supply chain via IKO's vertical integration, there are outside factors contributing to the need for this price increase, including but not limited to:

- Overall availability and increased cost related to both inbound and outbound freight
- Raw material increases and supply issues outside of IKO's control

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 Wednesday, September 1, 2021.

If you have any questions concerning this announcement, please contact your local IKOTerritory 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



We
protect
what
matters
most™

July 26, 2021

National Price Increase: Residential Roofing Products

Dear Customers,

Thank you for your continued business and support as we have responded to today's challenging market environment.

Effective August 30, 2021 GAF will increase pricing of its residential roofing products by 4-7%. All orders shipped on or after August 30, 2021 will be invoiced at the new level.

Please contact your local GAF Territory Manager with any questions, and we remain grateful for your business.

A handwritten signature in black ink, appearing to read "Jim Durkin", written in a cursive style.

Jim Durkin
Sr. Vice President, Sales
Residential Roofing Systems

PCD3621



July 28, 2021

TO: TAMKO CUSTOMERS
FROM: Alex Hines, Vice President Sales/Marketing *Alex Hines*
RE: BULLETIN - Price Increase – Effective August 30,2021

Due to the continued rise in costs associated with asphalt, freight, pallets, packaging, and other raw materials, as well as labor, TAMKO Building Products will be implementing a general price increase of up to 6% on all Residential Roofing Products and Waterproofing Products, including New Construction and Multi-Family, with shipments effective Monday, August 30, 2021.

TAMKO reserves the right to implement additional price increases, modify job quotes and other existing price adjustments, adjust increase percentage for regional variances in new construction and multi-family pricing, accelerate implementation of this price increase in advance of the general price increase of Monday, August 30, 2021 or otherwise modify the amount or timing.

All orders shipped on or after Monday, August 30, 2021, will be invoiced at the new prices, regardless of order entry date. Your TAMKO Account Representative will communicate the exact amounts by product prior to August 30, 2021. Should you have any questions, please contact your TAMKO Account Representative.

As always, thank you for your continued support of TAMKO Building Products.

ah/bb
Bulletin. Price Increase Monday, August 30, 2021

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PRICE NOTIFICATION, SEPTEMBER 2021 (RESIDENTIAL ROOFING)

July 30, 2021

To Our Valued Customers:

In the past few weeks, steep slope roofing shingle manufacturers have announced a new round of price increases on all residential roofing products. While we strive to manage costs to ensure competitive pricing in the market, we are unable to absorb these additional costs into our business. As a result, Beacon will increase its pricing 5% - 10% on all residential roofing products, effective with deliveries on September 7, 2021.

Regarding low slope roofing, we anticipate continued inflation throughout the year. Consequently, we advise you to protect your business with escalator provisions in your contracts. Beacon will work to notify you on a timely basis of future increases and strive to minimize their impact wherever possible.

Your Branch Manager and Sales Representative are available as always to answer any questions regarding these increases and how they impact your pricing.

Thank you for your partnership and continued support of Beacon Building Products.

Be safe,

August 2, 2021

To our valued customers:

I am writing today to inform you that we have received price increase notices from the majority of our manufacturers which will take effect starting in August.

As a result, all products shipped to you on or after **September 6, 2021** will realize an increase of 5-15%.

Your local ABC Supply stores can provide you with the manufacturer's increase letters, or you can scan the below QR code should you wish to access the manufacturers latest increase letters through the ABC website. Please be sure to factor these increases into the bidding and quoting of future jobs. Your local Branch Managers and Sales Associates are available to answer any questions you may have.

We sincerely thank you for your business and partnership, especially amidst all of the challenges and changes caused by COVID-19. We will continue to provide excellent service with a focus on keeping our customers and associates safe in 2021.

Sincerely,



Frank Marcoccio
Southeast Region Vice President
ABC Supply Co., Inc.





We
protect
what
matters
most™

August 2, 2021

Price Increase Announcement: TPO Membranes & Polyiso Insulation

To: GAF Commercial Roofing Customers

Dear Friends,

This notice is to confirm that GAF will be implementing a 10% price increase on all TPO Membranes and Energy-Guard Insulation products, effective with shipments on or after October 1, 2021. This increase has been reflected in the quotes we have been issuing for all Q4 projects.

All of us on the Commercial Sales team thank you for your business and for your willingness to work with us this year to manage the hurdles as best we can. It's a bit of an Olympic effort, but we're up for the challenge!

With my best,

A handwritten signature in black ink, appearing to read "Alma", with a long, sweeping horizontal stroke extending to the right.

Alma Garnett
Sr. Vice President, Sales
Commercial Roofing Systems

PCD3921

Bulletin

August 3, 2021

Dear CertainTeed Commercial Roofing Customers:

US and Canadian Commercial Roofing Products Price Increase **Effective September 13, 2021**

CertainTeed continues to be impacted by volatile raw material prices and shortages. Effective September 13, 2021, CertainTeed will be implementing a price increase as follows:

Product Family	Increase
Liquid-Applied Roofing & Flashing	Up to 25%
Asphalt Primers, Adhesives & Repair Products	Up to 10%

Orders shipped on or after September 13, 2021 will be invoiced at the new price, regardless of the order entry date. You will be provided with updated price sheets at least two weeks prior to the effective date.

As a reminder, less than full truckload orders and LTL carrier shipments will be subject to freight and handling charges per the 2021 RPG Service Advantage Policy.

We appreciate your continued support of CertainTeed Roofing Products. Please contact your local territory manager with any questions.

Sincerely,



Doug Pietrick
Vice President, Sales
CertainTeed Exterior Products

Please distribute this notification to all of the appropriate people in your company.



August 3, 2021

Dear Roofing Partner,

Thank you for your continued support through these unprecedented times of uncertainty. ICP continues to strive to supply our roofing markets with the much-needed roofing adhesives and equipment that keep our and your companies in business. There continues to be extremely tight availability and supply. Our procurement team is working diligently to source these components. Our labs are working tirelessly to evaluate and qualify substitute raw materials and are making progress.

Unfortunately, we are still experiencing extended lead times on orders, as we are still not out of the woods, but progress is being made. Additionally, ICP is in the process of increasing our production output through additional shifts and equipment, as we feel certain our efforts will afford us additional capacity soon.

Best Regards,

Bob Hyer
VP Sales, Roofing and Waterproofing
ICP Building Solutions Group

ICP GROUP
ICPGROUP.COM
978.623.9980



MICHAEL SCHWARZ
Executive Director - Purchasing & Merchandising

To: Branch and District Managers
Region Steep Slope Business Managers
Region VP

Date: August 5, 2021

Subject: ABC ProGuard 20 Price Increase

We are announcing yet another price increase of **3 to 7 percent** on ABC ProGuard 20 Synthetic Underlayment due to continued overseas freight and raw material cost increases.

This increase will be **effective September 7, 2021** and will apply to all orders shipped on or after that date. New price sheets will be sent out in the coming weeks to communicate the specific amount of the increase.

Thank you for continued support of our private label synthetic underlayment. Please contact your Regional Steep Slope Business Manager, Dan Wood or myself with any questions.



Brad Beldon <brad.beldon@beldon.com>

FiberTite Roof Systems Price Increase Announcement

1 message

FiberTite Roof Systems <marketing@seamancorp.com>
To: BRAD.BELDON@beldon.com

Fri, Aug 6, 2021 at 12:00 PM



August 6th, 2021

To Our Valued FiberTite Customers:

By now you have undoubtedly become familiar with the narrative associated with the ongoing price lift on components used in the production of nearly all roofing materials. Some percentage is still embedded in scarcity of chemicals, some predicated on demand, and some portion attributed to labor. While we would all prefer otherwise, the frequency and immediacy of implementing these announcements from our suppliers has not leveled off.

We will absorb what we can for the time being and continue our work internally to mitigate inflation through internal productivity projects. However, we will be forced to implement the following increase on products shipping on or after October 1st, 2021. We will honor all existing quotes up to the October 1st ship date.

Membranes	5% to 6%
Accessories	5% to 7%
Coverboards	\$2.50 / SQ

Our team continues to closely monitor every order in our system to secure confirmations from each component supplier listed to fulfill your roof system requirements. This has been a challenge at times as delivery dates provided to us have at times shifted. However, we are doing our best to keep up and provide the most accurate information we have in a timely manner.

We empathize with the challenges these announcements create in having, at times, difficult conversations with your customers. If necessary, I'd encourage you to refer to our website www.FiberTite.com and click on **Raw Materials Crisis** at the top of the homepage. There you will find a video, along with links to articles on steel pricing, resins, plastics, transportation costs etc. There is also a contact form you can use if you need assistance identifying competent product alternatives for your project. We are here to help.

Thank you for your support and I wish you good health and safety amidst these challenging times.

Sincerely,



Scott Gipson
Vice President / General Manager, FiberTite
Seaman Corporation
440-321-3199



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Seaman Corporation | [1000 Venture Blvd. | Wooster, OH 44691](#)
800-927-8578 | 330-262-1111 | [SeamanCorp.com](#) | [FiberTite.com](#)

This email was sent to BRAD.BELDON@BELDON.COM



Brad Beldon <brad.beldon@beldon.com>

Firestone Price Adjustment Announcement

1 message

Firestone Building Products <marketing@firestonebp.com>

Fri, Aug 6, 2021 at 4:39 PM

Reply-To: marketing@firestonebp.com

To: brad.beldon@beldon.com



Price Announcement

TO: FSBP U.S. Valued Customers

Dear Firestone Building Products customers,

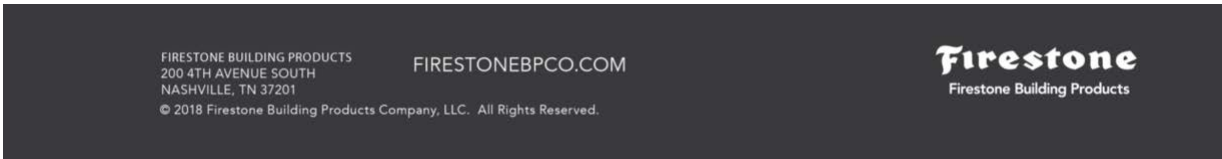
In response to your feedback that additional execution time is needed to update pricing for your customers, **we are delaying the price adjustment from August 9 to August 16, 2021.** All current open orders that ship on or after August 16, 2021, through the end of the year will have the material price increase as communicated on July 22, 2021.

Please contact your Regional Business Manager or your local [Firestone Sales Representative](#) for specific impacts to existing orders.

We thank you for your continued support.

Sincerely,

Jeff Boecker
Pricing Director
Firestone Building Products



FIRESTONE BUILDING PRODUCTS
200 4TH AVENUE SOUTH
NASHVILLE, TN 37201

FIRESTONEBPCO.COM

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August 6, 2021

Dear Valued Business Partner,

The current market environment continues to create unprecedented challenges for all of us in the building products industry. Since the shutdown of the economy in March of 2020, we have all experienced a significant increase in demand, major supply disruptions, labor shortages, tightness in the freight market, raw material costs climbing to historical levels, and escalating production costs.

Freight inflation and trucking availability also continues to be a challenge and is putting pressure on our transportation costs. Both drivers and equipment are in high demand and carriers are increasing freight costs upwards of 15% in addition to the already escalated costs over the past 18 months. Economic indicators and forecasts from economists show trucking concerns worsening.

Due to these factors and the recent price inflation in our business, Flamco is increasing our freight minimums effective Sep 7, 2021.

Please contact your local sales representative or Customer Care Representative for the new rates in your area.

We appreciate the support in this challenging economic environment.

Regards,

Jeff Bowling

Vice President of Sales
Distribution
OmniMax International, LLC

6940 STUART AVENUE, JACKSONVILLE, FL 32254
T: 800.634.3937 • P: 904.783.8400 • FLAMCO.COM



Brad Beldon <brad.beldon@beldon.com>

GenFlex Price Adjustment Announcement

1 message

Firestone Building Products <marketing@firestonebp.com>

Fri, Aug 6, 2021 at 4:40 PM

Reply-To: marketing@firestonebp.com

To: brad.beldon@beldon.com



Price Announcement

Dear GenFlex Customers,

In response to your feedback that additional execution time is needed to update pricing for your customers, **we are delaying the price adjustment from August 9 to August 16, 2021**. All current open orders that ship on or after August 16, 2021, through the end of the year will have the material price increase as communicated on July 22, 2021.

Please contact your Regional Business Manager or your local [GenFlex Sales Representative](#) for specific impacts to existing orders.

We thank you for your continued support.

Sincerely,

Jeff Boecker
Pricing Director
Firestone Building Products

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"The name trusted in roofing since 1906"



August 6, 2021

To: Mule-Hide Distributors and Territory Managers

Subject: Price Increase Notification

Mule-Hide values your continued partnership as we navigate the unprecedented volatility in our industry. Raw material shortages, escalations in chemical cost, and higher freight rates are all impacting the cost to produce and supply a variety of products.

As a result of increasing costs, we find it necessary to implement the following price increases.

All orders **SHIPPED** on or after the following dates will receive the higher price, regardless of when the order was placed:

Product Line	Effective Date	Increase
PolyISO	10/1	10%
Securock	9/13	\$2.00/square
Densdeck	10/1	\$2.00/square
EPDM, TPO, PVC Membranes	9/1	5-10%
EPDM, TPO, PVC Accessories	9/1	5-10%
Helix Max	9/1	5-10%
Fasteners	9/1	10%
Edge Metal	9/1	15%
Asphalt	9/1	15%

Updated price books will be provided prior to the increase effective date. We will do everything we can to limit increases and provide as much advance notice as possible. Pre-existing quotes will be honored through the original expiration date but they will not be extended.

Thank you for your continued support. Please contact your Territory Manager with any questions.

Sincerely,

Mule-Hide Pricing Team



August 9th. 2021

Price Increase Announcement

To Our Valued Customers

Continued increase in costs associated with asphalt, freight, pallets, packaging, and other raw materials including labor are the primary drivers for another round of Residential Roofing manufacturer increases.

Residential shingle manufacturers are raising prices that we will reflect with shipments beginning on or after September 7th. Exact increase amounts have yet to be determined but we expect them to range from 5% - 10% on shingles and 5% - 15% on accessories.

For all products we customarily give a 30 day notice for price increases. Because some products are going up the day we receive notice that will not always be possible.

As previously communicated Commercial and commodity-based products are announcing price increases and surcharges daily, many taking effect the day of the notice. We will continue for an undetermined period of time to price some of these products at time of shipment.

Please contact your local Sales Representative for specific pricing details. It will be important to include these increases into your job bids and quotes.

We will continue to work closely with our manufacturers and customers. We understand the impact that product cost increases have on your business and we will continue to only pass on these increases when they become absolutely necessary and with as much notice as possible.

These times are unprecedented and very difficult to manage for everyone. We thank you for the trust you have in us to service your business and for your support of SPEC Building Materials Corp.

Sincerely

Doug Stevenson
President

MEMO



BUILDING TRUST



TO Authorized Applicators
CC
FROM Sika Sarnafil
PAGES 1
DATE 8/10/2021

Subject: Pricing Update – All Metal Plates for Membrane & Insulation Attachment

Dear Valued Customer:

As we have communicated throughout this year, supply challenges and cost increases continue to be volatile in the construction industry. We have been doing all we can to help supply all your projects and mitigate these impacts to you. All metal plates used for mechanically fastened membrane applications and insulation attachment are the latest roofing accessory being affected by current industry challenges from a supply and cost perspective.

Effective, September 1, 2021, all plates will be sold at a new maximum discount off the V2 list price to reflect cost increases taking effect in Q3 from suppliers. Below you will find a table of all plate parts and their new discount parameters.

Product	Part Number	New Maximum Discount off V2 List Price
Fastener Galv Plates 3in (1000) OLY	185844	10%
Rhinobond Plate PVC/500 PC	186011	20%
Rhinobond Plate PVC Maxload/500 PC	464356	20%
Sarnadisc 2 inch Round (1000)	185859	10%
Sarnadisc XPN (Linear shape) (500)	185860	10%
Sarnadisc MAXLoad (500)	185948	10%
Sarnaplate 3 inch AccuTrac (1000)	185962	10%
Sarnaplate 3 inch Square (1000)	185858	10%
Sarnaplate 3 inch Lite Deck Plate(500)	186434	10%
Sarnaplate Low Profile 2 3/4in Sq (1000)	185957	10%
SPL Disc 2-3/8 inch Eye-Hook (1000)	185994	10%

All new and expired quotes starting today (8/10/2021) will be updated to reflect these new prices. All plates shipping after September 1st will also be invoiced at these new net prices on all projects. This new pricing will replace any prior quotes.

We have attached additional information on the cause of these cost increases you can share with your customers. We thank you for your continued understanding as we navigate these challenges.



Brad Beldon <brad.beldon@beldon.com>

Firestone Price Announcement

1 message

Firestone Building Products <marketing@firestonebp.com>

Fri, Aug 13, 2021 at 10:05 AM

Reply-To: marketing@firestonebp.com

To: brad.beldon@beldon.com



Price Announcement

TO: FSBP U.S. Valued Customers

Dear Firestone Building Products customers,

Global market conditions continue to negatively impact costs to serve in the roofing industry. As a result, Firestone Building Products is implementing the following price increases.

Effective September 10, 2021:

Product	Increase
Asphalt & Related Accessories	5%
Metal (Roll formed, Sheet and coil)	8%
Metal Roofing Accessories	10%

Effective immediately, customer requested palletization of membranes will incur a surcharge of \$75/pallet, including cubing of 10x100 products.

As a reminder, metal and metal accessories will be priced at the time of shipment.

Thank you for your continued support of Firestone Building Products.

If you have any questions regarding how this price adjustment will affect you, contact your local

[Firestone Sales Representative](#) or Regional Business Manager .

Sincerely,



Jeff Boecker

Pricing Director

Firestone Building Products

FIRESTONE BUILDING PRODUCTS
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NASHVILLE, TN 37201

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Brad Beldon <brad.beldon@beldon.com>

GenFlex Price Announcement

1 message

Firestone Building Products <marketing@firestonebp.com>

Fri, Aug 13, 2021 at 10:10 AM

Reply-To: marketing@firestonebp.com

To: brad.beldon@beldon.com



Price Announcement

Dear GenFlex Customers,

Global market conditions continue to negatively impact costs to serve in the roofing industry, and as a result, effective immediately, customer requested palletization of membranes will incur a surcharge of \$75/ pallet, including cubing of 10x100 products.

If you have any questions regarding how this price adjustment will impact you, please contact your Regional Business Manager or your local [GenFlex Sales Representative](#).

We thank you for your continued support.

Sincerely,

Jeff Boecker
Pricing Director
Firestone Building Products

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August 16, 2021

Dear Valued Customer:

Raw material price increases and supply chain disruptions continue to challenge all sectors of our business. As a result, effective August 16, 2021, prices have been adjusted between 5% and 9% on certain items. The new list price adjustments vary by product segment/type.

In addition to the price adjustments, beginning September 1, 2021 until further notice, a 5% surcharge will be collected on the products listed on the second page of this letter. Once raw material costs stabilize, we will reassess this surcharge.

We appreciate your patience through these turbulent times, and we thank you for your continued business and support. Please contact your SOPREMA Regional Sales Manager, Frank Griffith, Vice President of U.S. Sales and Marketing, or me with questions regarding this announcement.

Sincerely,

Tim Kersey
CEO – U.S. Operations

cc: Frank Griffith
Vice President of U.S. Sales and Marketing

Product Code	Product Name
00622	SOPRALENE 180 SP 3.0
00400	ELASTOPHENE FLAM
00410	SOPRALENE FLAM 180
00206	ELASTOPHENE SANDED 2.2
00220	SOPRALENE 180 SANDED
00425	SOPRAFIX BASE 612
06010	SOPRALENE FLAM STICK
01264	ELASTOPHENE FLAM LS FR GR WH
05004	ELASTOPHENE FLAM LS FR GR SG
03961	SOPRALENE FLAM 180 FR GR WH
05003	SOPRALENE FLAM 180 FR GR SG
02167	SOPRALENE FLAM 250 FR GR WH
05009	SOPRALENE FLAM 250 FR GR SG
05181	SOPRALAST 50 TV ALU
01062	ELASTOPHENE LS FR GR WH
01365	SOPRALENE 180 FR GR WH
10510	LASTOBOND SHIELD HT
14201	SOPRAVAP'R
L-RS001C	ALSAN RS 222 PRIMER
L-RS002C	ALSAN RS 276 PRIMER
L-RS2301	ALSAN RS 230 FIELD SUMMER WHITE
L-RS2302	ALSAN RS 230 FIELD SUMMER PEBBLE GREY
L-RS2303	ALSAN RS 230 FIELD WINTER WHITE
L-RS2304	ALSAN RS 230 FIELD WINTER PEBBLE GREY
L-RS2601	ALSAN RS 260 FIELD SUMMER WHITE
L-RS022SC	ALSAN RS 230 FLASH SUMMER PEBBLE GREY
L-RS022WC	ALSAN RS 230 FLASH WINTER PEBBLE GREY
L-RS024SC	ALSAN RS 230 FLASH SUMMER WHITE
L-RS024WC	ALSAN RS 230 FLASH WINTER WHITE
L-RS010SC	ALSAN RS 210 SUMMER
L-RS0287C	ALSAN RS 287 BASE
L-RS302C	ALSAN RS 289 TEXTURED FINISH BASE



US Freight Surcharge Announcement

1 message

Carlisle SynTec Communications <communications@carlisesyntec.com>

Wed, Aug 18, 2021 at 10:00 AM

Reply-To: communications@carlisesyntec.com

To: james.goodwin@beldon.com



PRICING BULLETIN

Freight Surcharge – Effective September 17, 2021

Securing freight services during this period of heightened global demand remains incredibly challenging. Equipment shortages, very tight driver capacity and increased demand are pushing freight rates higher. We are committed to securing the capacity needed to meet your delivery expectations. However, the increasing costs associated with this effort require that we increase our freight surcharge to the following amounts **effective September 17, 2021**.

Less than/equal to 100 miles	\$300
Greater than 100 miles	\$400

The new charges will apply to all shipments beginning September 17, 2021 regardless of order date.

Our fuel surcharge remains unchanged and will continue to be indexed to the national average price of diesel. The fuel surcharge schedule and policy are included with this announcement for reference.

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

Sincerely,



Frank Palmer
Director of Sales

[Read Full Announcement](#)



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Freight Surcharge Announcement

1 message

Versico Communications <communications@versico.com>

Wed, Aug 18, 2021 at 10:00 AM

Reply-To: communications@versico.com

To: james.goodwin@beldon.com



PRICING BULLETIN

Freight Surcharge Increase – Effective September 17, 2021

Securing freight services during this period of heightened global demand remains incredibly challenging. Equipment shortages, very tight driver capacity and increased demand are pushing freight rates higher. We are committed to securing the capacity needed to meet your delivery expectations. However, the increasing costs associated with this effort require that we increase our freight surcharge to the following amounts **effective September 17, 2021**.

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Greater than 100 miles	\$400

The new charges will apply to all shipments beginning September 17, 2021 regardless of order date.

Our fuel surcharge remains unchanged and will continue to be indexed to the national average price of diesel. The fuel surcharge schedule and policy are included with this announcement for reference.

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

Sincerely,



Lorraine Russ
Director of Sales, Versico Roofing Systems

[Read Full Announcement](#)



BUILDING VALUE | 800-992-7663 | P.O. BOX 1289, CARLISLE, PA 17013

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protect
what
matters
most™

August 23, 2021

Addendum to Commercial Price Increase – Effective October 4, 2021

To: GAF Commercial Roofing Customers

Dear Friends,

Please be advised of the following GAF products being affected by the unrelenting rise in our costs.

Effective October 4, 2021 GAF will increase pricing of all PVC Membranes by 4% and all Metal Fastener Plates will increase by 25%.

All of us on the Commercial Sales team thank you for your business and for your willingness to work with us this year to manage the hurdles as best we can. Please contact your local GAF Territory Manager with any questions, and we remain grateful for your business.

With my best,

A handwritten signature in black ink, appearing to read "Alma", with a long, sweeping horizontal stroke extending to the right.

Alma Garnett
Sr. Vice President, Sales
Commercial Roofing Systems

PCD4321



717 17th St. Denver, CO 80202 (800) 922-5922

Bulletin Number: P21-011

Date: August 25, 2021

Distribution: External – JM Approved Peak Advantage Contractors

Johns Manville Guarantee Price Announcement

At JM, a roof guarantee represents our long-term commitment to the building owner to stand behind our materials and the JM Approved Contractors workmanship for the duration of the guarantee.

Our guarantee obligations are backed by a reserve that is funded by guarantee fees. However, the practice of discounted and flat fee guarantee charges if not ended will have negative implications in terms of accruing the funds needed to meet future guarantee obligations.

To ensure JM's guarantee obligations are met in the future, JM is ending all guarantee discounts and flat fee guarantee programs. In 2022 guarantees will be charged at the published price according to the current JM Guarantee Price List. Guarantee projects that have already been registered and accepted prior to December 31, 2021 will be honored.

Please contact your JM Sales Representative or Account Manager with any questions. A complete list of available JM guarantees and pricing can be found [here](#).

Thank you for your continued support.

Sincerely,

Tesha Kroll
Director of Commercial Services and SIOP
Johns Manville | Roofing Systems



Brad Beldon <brad.beldon@beldon.com>

Firestone Price Announcement

1 message

Firestone Building Products <marketing@firestonebp.com>
Reply-To: marketing@firestonebp.com
To: brad.beldon@beldon.com

Tue, Aug 31, 2021 at 9:01 AM

FIRESTONE BUILDING PRODUCTS ANNOUNCEMENT



Price Announcement

TO: FSBP U.S. Valued Customers

Dear Firestone Building Products customers,

The roofing industry continues to operate within a challenged environment with demand outpacing supply. As a result, Firestone Building Products is implementing the following price increases:

Effective October 1, 2021:

Product	Increase
LVOC Adhesives	50%
Primers	20%
Other Adhesives (Roll-On)	15%
Fasteners & Plates	15%
Other Select Single Ply Accessories	10%

As a reminder, metal and all other category accessories will continue to be priced at the time of shipment.

Thank you for your continued support of Firestone Building Products.

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

Sincerely,

Jeff Boecker
Pricing Director
Firestone Building Products

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Brad Beldon <brad.beldon@beldon.com>

GenFlex Price Announcement

1 message

Firestone Building Products <marketing@firestonebp.com>

Tue, Aug 31, 2021 at 9:00 AM

Reply-To: marketing@firestonebp.com

To: brad.beldon@beldon.com



Price Announcement

Dear GenFlex Customers,

The roofing industry continues to operate within a challenged environment with demand outpacing supply. As a result, Firestone Building Products is implementing the following price increases:

Effective October 1, 2021:

Product	Increase
LVOC Adhesives	50%
Primers	20%
Other Adhesives (Roll-On)	15%
Fasteners & Plates	15%
Other Select Single Ply Accessories	10%

As a reminder, accessories will continue to be priced at the time of shipment.

Thank you for your continued support of Firestone Building Products.

If you have any questions regarding how this price adjustment will impact you, please contact your Regional Business Manager or your local [GenFlex Sales Representative](#).

We thank you for your continued support.

Sincerely,

Jeff Boecker
Pricing Director
Firestone Building Products

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Sep



AGC

THE CONSTRUCTION
ASSOCIATION

2021

CONSTRUCTION INFLATION ALERT

In late March, the Associated General Contractors of America (AGC) posted the Construction Inflation Alert, a document to inform project owners, government officials, and the public about the extreme cost increases and supply-chain disruptions affecting construction. The current version is the fourth update of that Alert—a reflection of the continued volatility in materials costs, as well as lengthening lead times for both production and deliveries.

Although the overall economy has strengthened significantly in the past few months and appears to be headed for further growth, the construction industry has experienced a much more uneven recovery. Lagging demand for numerous types of nonresidential construction is keeping many contractors from passing on their added costs. The delta variant of Covid-19 has disrupted production and delivery of goods, labor availability, and owners' demand for projects. This combination of supply chain bottlenecks, steeply rising costs, and much smaller bid price increases threatens to push some firms out of business.

This report is intended to provide all parties with better understanding of the current situation, the impact on construction firms and projects, its likely course in the next several months, and possible steps to mitigate the damage. The document will be revised to keep it timely as conditions change; download it at [AGC Construction Inflation Alert | Associated General Contractors of America](#).

Please send comments and feedback to AGC of America's chief economist, Ken Simonson, ken.simonson@agc.org.

www.agc.org

Rising costs, flat project pricing

Figure 1 illustrates the threat. The red line (“Input costs”) shows the change from April 2020—the low point—to August 2021 in the price of all materials and services used in construction, while the blue line (“Bid prices”) measures the far smaller change in what contractors say they would charge to erect a set of nonresidential buildings. This latter line, essentially a measure of bid prices, rose 5.2% over 16 months. In contrast, the line measuring the cost of contractors’ purchases soared 27.8% over the same interval.

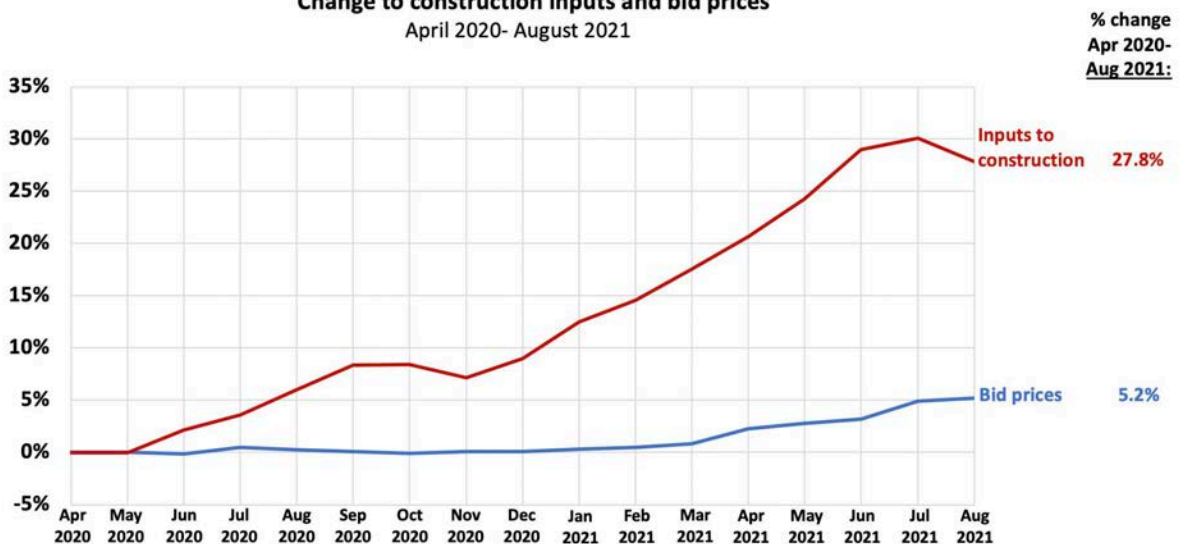
27.8%

Input costs for construction soared 27.8% from April 2020 to August 2021

In other words, if a contractor or subcontractor submitted a fixed-price bid in April 2020 based on materials costs at that time but did not buy the materials until this summer, its cost for the materials would have risen an average of nearly 28%. Given that materials may account for half or more of the cost of a contract, such an increase could easily wipe out the profit from a project and potentially put the contractor out of business.

FIGURE 1

Change to construction inputs and bid prices
April 2020- August 2021



Source: Bureau of Labor Statistics, producer price indexes (PPIs) for new nonresidential building construction (bid prices) and inputs to construction, not seasonally adjusted

In fact, Figure 1 understates the severity of the current situation for many contractors, in two respects. First, the two lines are calculated from producer price indexes (PPIs) posted monthly by the Bureau of Labor Statistics (BLS). The most recent PPIs are based on prices BLS collected around August 11.

Since then, additional price increases have taken effect or been announced by producers of a variety of materials. Notably, prices of some steel and aluminum products have continued to set new records. Prices have also increased for numerous plastic resins and products. Various cement and concrete suppliers have implemented or announced increases. Freight or fuel surcharges are becoming more common.

Since BLS collected prices for the August PPIs, retail diesel fuel prices increased to \$3.385 per gallon as of September 20, 41% higher than a year earlier and the highest level in nearly three years. Those increases affect contractors directly in the cost of fuel for their offroad equipment and trucking fleets. In addition, fuel surcharges are likely to go up on deliveries of materials and equipment, and hauling away of dirt, debris, and equipment from construction sites.

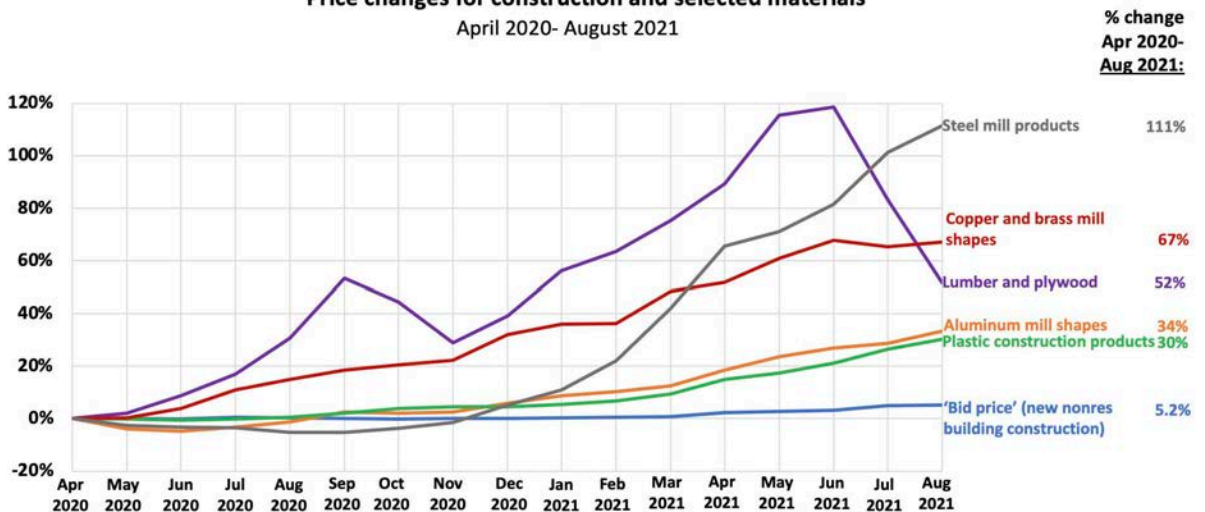
Second, many projects or subcontractors' packages are heavily weighted toward materials that have risen even more in price than the overall PPI for inputs. Figure 2 shows the change in PPIs from April 2020 to August 2021 for five widely used materials. The index for steel mill products 3more than doubled, rising 111%. The PPI for copper and brass mill shapes soared 67%; aluminum mill shapes, 34%; and plastic construction products, 30%. Thus, contractors whose purchases are weighted toward any of these broad classes of materials are likely to have experienced even greater total increases in costs than the overall PPI for inputs suggests.

The PPI for lumber and wood products declined sharply from June to August. Nevertheless, the increase from April 2020 to August 2021 totaled 52%. Furthermore, the futures price of lumber on the New York Mercantile Exchange jumped again in mid-September, underscoring the volatility of many commodities.

111%
 The price index for steel mill products jumped 111% from April 2020 to August 2021

FIGURE 2

Price changes for construction and selected materials
 April 2020- August 2021



Source: Bureau of Labor Statistics, producer price indexes (PPIs) for new nonresidential building construction (bid prices), gypsum products, wood, metal products, and plastic products, not seasonally adjusted

5.2%
 The price index for contractors' "bid prices" rose only 5.2% from April 2020 to August 2021

Even material prices that have not jumped as much as the 27.4% increase in the overall PPI for construction inputs have nevertheless risen far more than contractors' bid prices. For instance, the PPI for gypsum products rose 22% from April 2020 to August 2021 and indexes for truck transportation of freight, insulation materials, and asphalt felt and coatings all climbed 15-17%.

Price declines at the producer level may not show up at the local distributor level or the construction site to the same degree, or with predictable timing. As noted, the rising cost of trucking may negate some of the cost savings at the mill. And the price in any one locality will depend on current demand, inventories and expected supply.

Furthermore, there is no assurance that recent price decreases will last. Lumber prices plummeted from then-record highs in September 2020 to November before reversing course and rising to new heights for the next six months. While lumber prices appear unlikely to exceed their May 2021 peak, it is also unlikely that most commodities will soon drop below their April 2020 lows.

Supply-chain issues

Extended and uncertain delivery times for construction items have been an even bigger problem for many contractors than the extreme price increases. Currently, there are delays at every stage of the supply chain.

A leading supplier of building siding materials told customers that it would not accept new contracts for multifamily projects from July 1 until November 1. Contractors have reported being told they cannot get bar joists for 11-12 months. Roofing contractors have been quoted production lead times for various roofing materials ranging from four to eight months, with uncertain availability of fasteners and other essential items. Respondents to a survey conducted by AGC of California reported lead times of “16 weeks to unknown” for items as diverse as lockers, glass, structural steel detailing, ductile iron fittings and other pipe material, insulation, aluminum extrusion, signal poles, and airfield lighting. The global shortage of computer chips affects not just cars but also trucks used in construction, construction and communications equipment, and “smart” tools.

Plant or transportation breakdowns that would normally have caused only tight supplies, inventory drawdowns, or localized shortages have had much wider consequences this year. One widespread and long-lasting example has been the impact on construction plastics from the freeze in Texas in February. The freeze and losses of power and water damaged or completely shut down all of the plants that supply the raw materials for all construction plastics. In addition, the freeze burst thousands of polyvinyl chloride (PVC) water pipes, thereby adding to demand. More recently, supplies of a key ingredient of PVC have been disrupted by Hurricane Ida, which knocked out power for weeks to chlor-alkali plants in southeast Louisiana.

A very wide array of construction products is made from plastic, resins, or other affected ingredients. These include PVC and fiberglass pipe and plumbing fixtures; vinyl siding and moisture barriers; acrylic and other paints, coatings, and highway marking material; geotextiles; roofing and insulation materials; adhesives and “glues” for the layers and particles of engineered wood products such as plywood, oriented strand board, and I-joists; wraps and packaging; and more. All of these products are vulnerable to supply disruptions and to the rising price and tight supplies of natural gas, which is used as both fuel and feedstock. Natural gas futures prices doubled from March to September, and inventories are much lower heading into the prime winter consuming months than they have been for several years.

Other unplanned outages that affect construction have occurred at plants producing cement, semiconductors, and steel. Meanwhile, little new capacity has been added as producers struggle to get back to previous levels of capacity utilization.

In addition to increased costs and lead times, contractors are experiencing delivery times that have stretched or become completely unreliable. These problems have shown up all along the delivery chain.

Producers in Asia and Europe reportedly cannot get enough containers or berths on containerships to send their products to the United States. Separate outbreaks of Covid-19 caused shutdowns at two of the world’s largest containership ports in China, disrupting the flow of ships and containers in both directions.

Ports are backed up, forcing ships to wait offshore for days before unloading. As many as 73 containerships, with several hundred thousand containers, were off the coast of California in mid-September, waiting for berths because the ports of Los Angeles and Long Beach were jammed with containers that had yet to move inland. Shortages of truck drivers and rail cars or train crews mean that containers sit on quays for many days longer than usual. Those shortages are also keeping domestically produced goods from leaving fabrication or storage locations on a timely basis.

As with unplanned factory shutdowns, interruptions in the global transportation network can take their toll on deliveries. The six-day blockage of the Suez Canal exacerbated shortages and delays for containers and ships from Asia and Europe. The unexpected shutdown of the Colonial Pipeline disrupted supplies of diesel fuel as well as gasoline. Massive wildfires in western states and British Columbia have interfered with logging, sawmills, and transport of logs and wood products.

In the face of such volatility and uncertainty, many producers are drastically shortening how long they will hold their prices. This is very problematic for contractors, who must typically guarantee a price to an owner long before placing a firm order for materials. Some contractors report receiving price-increase notices from steel producers the day after they took effect. Others have been told they won't be quoted a price for lumber until it is loaded on a truck for shipment to the contractor.

Not a short-term problem

Some might assume contractors will simply raise their prices to cover the added costs. But current conditions in the industry, as well as the record from previous episodes of escalating materials costs, suggest that the mismatch between materials costs and contractors' prices is likely to persist for an extended period.

The pandemic has caused current production and delivery of many materials to fall short of demand. Initially, a wide range of factories, mills, and fabrication facilities were shut down on their owners' initiative or because government orders deemed them to not be "essential." In some cases, contractors—particularly homebuilders—canceled orders because they no longer saw demand for construction. Once production facilities were allowed to re-open, many of them had trouble getting up to full capacity because their own workers or those of their suppliers and freight haulers may have been ill, quarantined, or required to care for family members at home.

Imported products and components also were subject to production and shipping shutdowns in the early months of the pandemic. This particularly affected many products from China and northern Italy, ranging from kitchen cabinets and appliances to tile flooring to elevators. In recent months, production has increased but containers, ships, port space, and trucking capacity have all experienced bottlenecks that have slowed deliveries.

Dramatic shifts in demand triggered partly by the pandemic have added to price pressures and shortages of goods. Single-family housing starts leaped 24% in the first eight months of 2021 from year-earlier levels, creating huge additional demand for wood products and other items that are also used in nonresidential construction. Restaurants that installed decks and railings for outdoor dining, along with offices and other buildings undergoing remodeling, added to demand for these products.

24%

Housing starts leaped 24% in January-August 2021 from the same months in 2020

Yet another cause of higher prices and tighter supply is trade policy actions imposed in 2018-2020. Tariffs or quotas on steel and aluminum from many countries, along with tariffs on hundreds of parts and materials from China, drove up the cost of many construction products and limited the number of suppliers, which has led to longer delivery times. Failure to renew a longstanding softwood lumber agreement with Canada has added to lumber costs.

Although the ostensible purpose of some of the trade actions was to protect and create jobs in the U.S. manufacturing sector—steel in particular—very little capacity has been added so far. Many manufacturers merely raised their prices in tandem with the imposition of tariffs.

PAST EPISODES

The construction industry has endured previous spells of rapid cost escalation. For instance, the PPI for goods used in construction accelerated from a 3.6% year-over-year rate of increase in January 2004 to 10.0% by October of that year and remained above a 5% annual rate for a total of 31 months, before subsiding to a 3.2% rate in October 2006.

Less than a year later, materials costs soared again, rising from a 1.6% annual growth rate in August 2007 to 12.9% in September 2008. The financial crisis that autumn brought rates down rapidly but, again, only for about a year. The inflation rate for materials spiked from 0.4% year-over-year in December 2009 to 5.8% the following April and remained above or close to 4% until early 2012.

While each of these price spikes eventually subsided, they caused enormous harm to contractors, who generally were not able to pass along the increases for an extended period. Not only were firms that had already signed contracts to deliver a project at a fixed price caught by the increases, but competition kept contractors from raising their bids to match the increases for a year or longer. A comparison of the year-over-year change in the PPI for materials with the PPIs for five types of new nonresidential buildings shows there are periods as long as 28 consecutive months with such price disparities. That is, contractors' bid prices rose less—or decreased—relative to the cost of the goods they purchased. For the most part, these months coincided with periods in which the value of nonresidential construction was stagnating or shrinking.

28 months

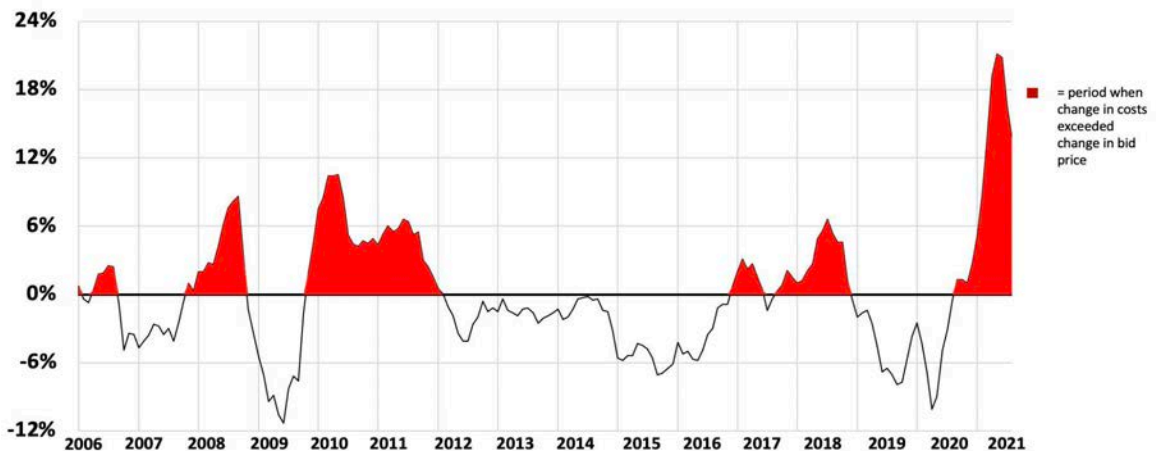
Increases in material costs have outpaced bid prices for as long as 28 months

Figure 3 illustrates the gap. The areas in red indicate periods in which the year-over-year change in the PPI for inputs to construction exceeded the PPI for new nonresidential building construction (specifically, warehouses). Similar periods exist for the other new-construction “bid price” indexes: the PPIs for new school, office, industrial and healthcare buildings.

FIGURE 3

Cost squeeze on contractors can last two years or more

Difference between year-over-year change in materials costs vs. bid prices, Jan 2006-August 2021



Source: Bureau of Labor Statistics, www.bls.gov/ppi, producer price indexes for goods inputs to nonresidential construction (material costs) and new warehouse construction (bid prices)

CURRENT DEMAND FOR CONSTRUCTION

The construction market currently is marked by a huge gap between residential and nonresidential activity. Private nonresidential construction spending—comprising new single- and multifamily structures along with additions and renovations to owner-occupied housing—jumped 26% in the first seven months of 2021 compared to January-July 2020. Private nonresidential construction spending slid 8% during that span.

Employment data show a similar story. Both residential and nonresidential construction employment plunged by 14-15% from February to April 2020. But by September 2021, employment among residential building and specialty trade contractors had rebounded to a higher level than in February 2020, immediately before the pandemic struck. In contrast, nonresidential construction firms—building, specialty trade, and heavy and civil engineering contractors—added back barely half of the employees they lost between February and April 2020.

Both of these datasets—spending and employment—indicate that the overall market for nonresidential construction remains weak, even though certain project types and geographic areas are hot. Thus, many contractors are forced to absorb cost increases in order to win the remaining projects that are available to bid on in their specialty or region.

-8%

Private nonresidential construction spending fell 8% in January-July 2021 from 2020

What can contractors and owners do?

While contractors cannot unclog ports or rescind tariffs, they can provide project owners with timely and credible third-party information about changes in relevant material costs and supply-chain snarls that may impact the cost and completion time for a project that is underway or for which a bid has already been submitted.

Owners can authorize appropriate adjustments to design, completion date, and payments to accommodate or work around these impediments. Nobody welcomes a higher bill, but the alternative of having a contractor go out of business because of impossible costs or timing is likely to be worse for many owners.

For projects that have not been awarded or started, owners should start with realistic expectations about current costs and the likelihood of increases. They should provide potential bidders with accurate and complete design information to enable bidders to prepare bids that minimize the likelihood of unpleasant surprises for either party.

Owners and bidders may want to consider price-adjustment clauses that would protect both parties from unanticipated swings in materials prices. Such contract terms can enable the contractor to build in a smaller contingency to its bid, while providing the owner an opportunity to share in any savings from downward price movements (which are likely at some point, particularly for long-duration projects). The ConsensusDocs set of contract documents (www.consensusdocs.org) is one source of industry-standard model language for such terms. The ConsensusDocs website includes a price escalation resource center (<https://www.consensusdocs.org/price-escalation-clause/>).

The parties may also want to discuss the best timing for ordering materials and components. Buying items earlier than usual can provide protection against cost increases. But purchase before use entails paying sooner for the items; potentially paying for storage, security against theft and damage; and the possibility of design changes that make early purchase unwise.

Conclusion

The construction industry is in the midst of a period of exceptionally steep and fast-rising costs for a variety of materials, compounded by major supply-chain disruptions and stagnant or falling demand for projects—a combination that threatens the financial health of many contractors. No single solution will resolve the situation, but there are steps that government officials, owners, and contractors can take to lessen the pain.

Federal trade policy officials can act immediately to end tariffs and quotas on imported products and materials. With many U.S. mills and factories already at capacity, bringing in more imports at competitive prices will cool the overheated price spiral and enable many users of products that are in short supply to avoid layoffs and shutdowns.

Officials at all levels of government should review all regulations, policies, and enforcement actions that may be unnecessarily driving up costs and slowing importation, domestic production, transport, and delivery of raw materials, components, and finished goods.

Owners need to recognize that significant adjustments are probably appropriate regarding the price or delivery date of projects that were awarded or commenced early in the pandemic or before, when conditions at suppliers were far different. For new and planned projects, owners should expect quite different pricing and may want to consider building in more flexibility regarding design, timing, or cost-sharing.

Contractors need, more than ever, to closely monitor costs and delivery schedules for materials and to communicate information with owners, both before submitting bids and throughout the construction process.

Materials prices do eventually reverse course. Owners and contractors alike will benefit when that happens. Until then, cooperation and communication can help reduce the damage.

No single or simple solution will resolve the situation, but there are steps that government officials, owners, and contractors can take to lessen the pain



September 1, 2021

To: Manufacturers' Representatives, Distributors and Authorized Applicators - US

Re: TPO Surcharge and 2022 Price Increase

This year has brought challenges that most in the commercial roofing industry have never experienced. We have navigated rapidly rising raw material costs and raw material supply issues that continue to challenge product availability against surging demand. Securing freight services to meet delivery expectations has been increasingly difficult as all modes of transportation remain undersupplied. Order volumes and backlogs are at historic levels. Our teams, as are yours, are working harder than ever to manage these challenges.

The ongoing raw material volatility continues to be fueled by unpredictable events. Recently developing raw material issues, unrelated to Hurricane Ida, are causing us to implement the following price adjustments. The potential supply chain impacts of Hurricane Ida are unknown currently.

TPO Surcharge Effective October 1, 2021:

We have recently been informed of dramatic raw material cost increases impacting TPO despite expected cost stabilization. Multiple raw material producers have experienced unexpected down time. These same producers are carrying record low inventory levels while navigating record high demand. The combination of these variables has triggered the unexpected increase. The impact is significant and necessitates that we implement a **6% net price material surcharge** on TPO membranes, TPO flashings and TPO accessories to be **effective October 1, 2021**.

The surcharge applies to all orders that are shipped on or after October 1, 2021. While we hope this surcharge will prove to be temporary, the surcharge will be reviewed and adjusted as needed based on overall raw material cost movement. If the need for this surcharge continues beyond January 31, 2022, the surcharge will be changed to a conventional price increase and communicated per our normal announcement protocol.



Price Increase January 1, 2022:

Due to the lack of overall cost stabilization of raw materials, strained inventories and continued supply/demand imbalance the following price increase will be implemented **effective January 1, 2022**. This increase is in addition to the TPO surcharge, should it prove necessary to carry the surcharge into January.

Product	Increase
TPO, EPDM & PVC Membranes	10%
Polyiso Insulation	10%
Metal Insulation/Seam Plates	25%
All other Plates/Fasteners	15%
Bonding Adhesives	15%
Low-Rise Foam	15%
Coatings	Up to 25%
All Other Products & Accessories	10%
Material Upcharges (APEEL, FAT, CGF, etc.)	Up To \$0.02/SF

The price increase applies to all orders that are shipped on or after January 1, 2022; including orders with requested ship dates prior to January 1, 2022, which Carlisle is unable to fulfill. All new quotes will include these increases.

An updated price book and membrane/iso price lists will be distributed no later than 60 days prior to the effective date of the increase.

Delivery Requirements:

Another outcome of the current supply challenge is difficulty coordinating the manufacture of membrane, accessories, and insulation to ensure delivery on the same day. Therefore, it's critical for delivery to take place when the material is ready to ship, even if components cannot be delivered on the same day.

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

Sincerely,

Frank Palmer
National Sales Director, Carlisle SynTec Systems



Roofing material shortages and price volatility

September 2021

The U.S. roofing industry is experiencing unprecedented shortages of roofing materials and products and significant price volatility. NRCA is providing this Industry Issue Update to help its members with building owners, facility managers, general contractors and construction managers involved in roof purchasing decisions.

Although this information is intended to apply specifically to the U.S. roofing market, based on NRCA's communications with its affiliates and partners in Canada, Mexico and elsewhere worldwide, shortages of roofing materials and products and price volatility appear to be global issues.

BACKGROUND

Compared with other industries, the U.S. roofing industry is domestic in nature. With few exceptions, a vast majority of roofing products and materials used are manufactured in the U.S. from U.S.-sourced raw materials, delivered by U.S. suppliers and distributors, and installed by U.S. roofing contractor companies. Although the global economy has some effect on many purchasing decisions, the U.S. roofing industry is largely driven by the U.S. economy, interest rates and consumer sentiment.

During the past decade, the U.S. roofing industry has experienced a period of consistent, moderate growth. The roofing materials and products supply chain has expanded in capacity and roofing contractors have added field personnel and capability to fill this growing need. In many regions of the U.S., additional roofing industry growth has been limited by a lack of adequately trained field personnel.

At the same time, energy code requirements and sustainability incentive programs have resulted in a demand for more energy-efficient roof systems. For example, when reroofing a building, it is not unusual to replace an existing, aged roof system having an R-10 insulation value with a new roof system with an energy code mandated minimum R-20, R-25, R-30 or R-35 insulation value. Such increases in

insulation value necessitate using greater amounts of and thicker insulation, usually in multiple layers, longer fasteners, more layers of insulation adhesive and additional material handling and installation labor.

THE CURRENT SITUATION

The U.S. roofing industry responded and adapted to the onset of the COVID-19 pandemic remarkably well. The U.S. roofing industry quickly was considered "essential," and at the start of the pandemic, the roofing materials and products supply chain functioned with only minimal interruptions. Roofing contractors adapted to additional safe work practices necessary to perform work on occupied buildings during the pandemic.

By many measures, 2020 was a productive year for the U.S. roofing industry. For example, 2020 was a near historic record level year for asphalt shingle installations. Homeowners invested in reroofing and maintaining their homes during the pandemic, spurred in part by low interest rates and the availability of stimulus funding, and the roofing industry responded to several weather events involving high winds and hail. The institutional and industrial segments of the U.S. roofing industry also experienced similar levels of activity.

However, one noticeable change is the level of roofing material and product in inventory shrunk considerably. Roofing material suppliers and distributors reduced their material and product inventories. Since the start of the pandemic, far more roofing materials and products are being shipped on a job-specific basis. This especially is the case with roof insulation and roof covering products and certain specialty products, such as fasteners and adhesives. A few years ago, many roofing jobs often could be carried out with roofing materials and products held in inventory, but manufacturers now are shipping roofing materials and products on a job-specific basis with fewer roofing materials and products being stocked in inventory.

The level of roofing material and product in inventory shrunk considerably

At the end of the 2020, there was a degree of uncertainty in the U.S. economy and within the roofing industry. During this period, most U.S. suppliers, distributors and roofing contractors placed only minimal orders for roofing materials and products to build their inventories in anticipation of the 2021 roofing season. Because of this reduced demand, many manufacturers scaled back their off-season production. As a result, at the start of the 2021 roofing season, roofing material and product inventories were uncharacteristically low.

In February, unseasonably cold temperatures and power outages in Texas and other Gulf Coast states resulted in a weeks-long interruption in the production of methylene diphenyl diisocyanate. Significant shortages of MDI were already occurring, and this production interruption only exacerbated a stressed supply situation. MDI is used in the manufacturing of rigid board and spray polyurethane foam insulation, as well as some adhesives commonly used in the roofing industry.

By late February, the demand for roofing had quickly rebounded in many areas of the U.S., and roofing contractors' backlogs of work under contract were growing significantly. This demand was spurred by continued low interest rates, the availability of stimulus funding and improving consumer sentiment in the U.S. economy.

By mid-March, reports of roofing material and product shortages were common. The demand for roof insulation, insulation and membrane fasteners, roofing nails, some membrane products and roof accessory products began to exceed the available inventory and production capability. Also, prices for roofing materials and products were increasing significantly, and these prices continue to increase.

Currently, demand for roofing services is high. For example, 2021 will likely be a record year for asphalt shingle production and installations. The institutional, industrial and commercial segments of the U.S. roofing industry also are experiencing high levels of activity through much of the U.S. Roofing contractors in many regions are reporting significant backlogs of work under contract through the end of the year and some well into 2022. Also, manufacturers are reporting similarly high demand for roofing material and products with production already being fully committed well into 2022.

Although demand for roofing is high, roofing contractors are facing increasing challenges of shortages and long lead times for roofing material and products. For example, roof insulation, insulation and membrane fasteners, some membrane products and roof accessory products continue to be in short supply. Manufacturers are reporting anticipated lead times for fulfilling newly placed orders for some roofing

materials and products of four months or more with some large orders having lead times as long as 12 months.

Shortages of roofing materials and products have gotten to the point where availability is limiting the ability to perform roofing work rather than a lack of adequately trained field personnel.

Also, price increases from roofing material and product manufacturers continue, often with little or no advance warning to roofing contractors. In some cases, the timing for determining the price roofing contractors pay for roofing materials and products also has changed. Traditionally, pricing was established at the time a roofing contractor placed an order. In some instances, manufacturers quoted project-specific pricing and honored that price for a defined period. But recently, several manufacturers have instituted

new policies basing pricing at the time of shipment instead of at the time the order is placed. This puts roofing contractors in the position of not having actual material and product pricing at the time of offering a proposal or bid and entering into a contract with a building owner. The likely potential for still further roofing material and product price increases presents obvious problems for roofing contractors and building owners.

NRCA is aware of a number of situations, including some recently in the aftermath of Hurricane Ida, where roofing manufacturers have been faced with declarations for force

majeure regarding supply contracts and shipments from raw material providers. These include MDI, steel rods used in the manufacturing of fasteners, glass mats used in asphalt shingles and some roof membranes, and some specialty chemicals used in a variety roofing products. These often cause raw material delivery slowdowns. In some cases, manufacturers need to find alternative raw material sources, resulting in stoppages in material and product manufacturing, which only further exacerbates the supply situation. These interruptions in raw material supply also likely have a notable effect on roofing material and product pricing.

The roofing industry, similar to other industries, continues to feel the effects of shortages of, delays in and high pricing for transporting roofing materials and products from roofing manufacturers to suppliers and distributors, roofing contractors' warehouses and job sites. This situation likely will only become more acute and continue indefinitely.

Based on NRCA's discussions with key players in all segments of the U.S. roofing industry and its affiliates and partners worldwide, NRCA expects the current situation of roofing material and product shortages, long lead times and significant price volatility to continue through 2022.

Roofing material and product shortages, long lead times and significant price volatility will continue through 2022

NRCA'S RECOMMENDATIONS

NRCA remains committed to keeping its members informed of further developments.

NRCA features a supply chain shortage information section on its website, nrca.net. This section provides up-to-date news about additional developments and what you can expect to see in the coming months, suggested contract language addressing unforeseen price increases and access to recordings of NRCA's supply chain webinar with industry leaders and a live action alert describing the change. This can be accessed directly at www.nrca.net/resources/supply-chain-shortage.

NRCA encourages you to share this information with your building owner clients, as well as building managers, general contractors and construction managers involved in roof purchasing decisions.

NRCA encourages building owners to plan their roofing work well in advance and recognize long roofing material and product delivery lead times may affect the start and completion of roofing work. Also, provisions in contracts with roofing contractors for roofing work are needed to address unforeseen, changing roofing material and product pricing.

NRCA would welcome hearing your specific experiences and you can direct any questions to NRCA's Technical Services Section at (847) 299-9070, Option 4, or at nrcatechnical@nrca.net.





September 1, 2021

Mr. Nick Shears
Carlisle Syntec, Inc.
nick.shears@carlisleccm.com

Mr. John Altmeyer
GAF Building Products
john.altmeyer@gaf.com

Ms. Mary Rhinehart
Johns Manville
mary.rhinehart@jm.com

Ms. Jaime M. Gentoso
Firestone Building Products
jamie.gentoso@holcim.com

Mr. Josh Kelly
OMG Roofing Products
jkelly@omginc.com

Mr. Brian Chambers
Owens Corning
brian.d.chambers@owenscorning.com

Mr. Kevin Earnest
IKO
kevin.earnest@iko.com

Mr. Brian Whelan
Sika Sarnafil/RMAX
whelan.brian@us.sika.com

Mr. Tim Kersey
Soprema
tkersey@soprema.us

Mr. Peter Hicks
Siplast
peter.hicks@siplast.com

Mr. Matt Peterson
Hunter Panels
matt.peterson@hpanels.com

Mr. Ken Farrish
Atlas Roofing Corporation
ken.farrish@atlasroofing.com

Mr. Mike Baker
Certainteed, LLC
michael.s.baker@saint-gobain.com

Mr. Jon Meyer
Trufast
jmeyer@trufast.com

Dear Industry Leaders:

Just for the record, I'm writing to each of you on behalf of BELDON Roofing Company ("BELDON") and no other organization. Furthermore, my comments and perceptions are my own and may or may not be supported by others within the industry. However, I am fairly confident that I could have asked 5,000 roofing companies to co-author this letter and I would **NOT** have been turned down by a single organization. I do not know each of you personally, but I know someone in each of your organizations and BELDON has been an honest and loyal customer (for decades with many of you). Accordingly, my comments are also not directed at anyone in particular, but directed at the roofing manufacturing industry as a whole. With that being said, I could have also copied another twenty (20) manufacturers; however, I tried to limit my feedback to a smaller subset.

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5039 West Ave. P.O. Box 13380, San Antonio, TX 78213 | p (210) 341-3100 | f (210) 341-2959 | beldon.com

I have been blessed to have two (2) incredible role models in my grandfather and father. I started working alongside them when I was 12 years old and was fortunate to have worked with my grandfather professionally for over ten (10) years. My grandfather's integrity was second to none, and he served on the San Antonio Broadway Bank's Board of Directors for over 40 years. I have been very blessed to have worked with my father professionally for over thirty-five (35) years. He too has an incredible level of integrity, leading the Bexar County Edwards Aquifer Authority for over a decade, acting as Chairman of the Board of the National Roofing Contractors Association, elected Chair of the San Antonio Chamber of Commerce, and serving in many other leadership roles where integrity is a must.

As many of you know, my grandfather started our roofing business in 1946 after serving on General Patton's Staff in WWII. We have been in business in San Antonio, and serving Texas and beyond, continuously since 1946. Currently, in our 75th year of business, we have 76 TEAM Members who have given over 20 years of service to BELDON. Additionally, of those 76, 30 TEAM members have served over 30 years. Furthermore, these TEAM Members are actively involved in volunteering in the community. If the industry does not find a solution soon, many of these awesome employees will be pressured to change careers.

The two (2) best business practices that my father and grandfather instilled in me were "*Integrity*" and "*Doing the Right Thing*." At BELDON, we work daily to succeed in honoring our word, flowing from our C-suite down to every TEAM member. Unfortunately, we are no longer experiencing the same level of integrity within the roofing industry today. As I'm sure you can relate, COVID has put undue stress on many roofing contractor organizations. It's certainly not an excuse, but contractors and manufacturers need to work together to solve this problem - it is implausible to assume either party could carry the burden alone.

A day does not seem to go by that a roofing manufacturer does not precipitously disseminate yet another price increase. We are now receiving more price increases than we do technical updates. As you know, most of your customers are small businesses and a large percentage are family-owned. We cannot continue to absorb these sudden price increases. Even more infuriating, not honoring job quotes which we are bound by contract to honor. We have contractual obligations and many of which have no force majeure clause.

The current business model adopted by so many of you, the lack of transparency, and the paucity of compassion must come to an end. As contractors, we have been loyal to each of you in a number of ways. We have paid our bills timely, we have attended your training, we have promoted your products, and acted as excellent brand ambassadors and partners. Almost overnight, the respect you showed us previously has disappeared. It's not our responsibility to deliver a product, it's our responsibility to install it.

We have to work together to solve this problem. Simply communicating via email is not a solution and those emails can be interpreted many ways. Leaving the roofing contractor in the dark is doing more harm than good. **It's September 1, 2021 - what's happened up until now needs to stop today!**

A partnership only works when two (2) parties are working towards a common mutually beneficial goal. It is disappointing that the only commonality amongst your organizations is the utter lack of transparency. The past year and a half has taught us a lot at BELDON, and we are proud of the adaptability of our TEAM. However, it is becoming increasingly evident that the interests of manufacturers and contractors no longer align. Roofing contractors stand by our ideology of putting the customer first, which no longer appears to be your top priority. With the issues plaguing our industry right now, our dependability upon one another matters more than ever before. We are only as good as the product we install, and you are only as good as the installation of your product. The two are far from mutually-exclusive.



While we can somewhat understand the increases we have seen across the board in material and shipping costs, there is no rhyme or reason why commercial roofing warranty costs are rising at the same time. There are simply no known supply constraints which have any bearing on an increase in warranty costs. For us, these added **unbudgeted** warranty costs will exceed six (6) figures. From our position as an approved and licensed installer of your products, it is abhorrent to see your warranty expenses climbing when there is no real or perceived cost increase associated with warranties provided to licensed and trained installers of your products. Rather, it is quite clear that each of you are suffering from increased warranty costs by the fact that you continue to allow untrained and unlicensed contractors install your products and apply for warranties. This practice is now penalizing your fully licensed and trained industry partners. Instead of penalizing your longest and top-certified partners, would not the prudent solution be to fix the problem by no longer allowing unqualified installers to issue warranties? **These warranty changes need to be rolled back ASAP!**

In the event we are able to pass along some of the price increases, we certainly cannot pass on the unsubstantiated warranty costs that roofing contractors are now facing. Even with the best contract language in the world to protect us from price increases (which at least were somewhat foreseeable), an unpredictable and baseless warranty cost increase is not easily masked. As such, we, your roofing industry partners, are forced to shoulder these increased fees without the ability to recover these increases from the end-user of the roofing products. These fees are not being impacted by raw material shortages. Why are we left holding the bag on warranty fees and trying to absorb added material prices at the exact same time? Further, many of us had to rent warehouse space because the industry had moved to just-in-time inventory with the manufacturer and distributor model. Who do you think is absorbing this added cost? Do you know what a 25,000-50,000SF warehouse does to the bottom line? It is not the end-user, but your industry partners.

If a real solution isn't reached soon, it is conceivable that you will start to see massive layoffs and bankruptcies within the roofing industry. Long-tenured employees will lose their jobs because we cannot get product and/or plan properly. Long-time roofing partners will be forced to close shop or file bankruptcy and your pool of trained product installers will fall dramatically.

We are asking for the blatant disregard of inconveniences and price-increase ambiguity to end today. I encourage each of you to find a way to set up an industry leadership meeting and develop a plan to stop the bleeding across our industry. Can we consolidate raw materials and have each of you make products for each other? Are you approaching the federal government for assistance on sourcing raw materials? We understand the supply-chain difficulties you are facing, but transparency would add reliability back to our relationship. Furthermore, this would allow business partnerships which have taken decades to build to not be swept away in a few short and tumultuous months.

On the outside looking in, it appears that many of you are more worried about short-term deficits for your shareholders. The real concern you should have is when the loyal industry partner and customer leaves and those small deficits become huge deficits.

As a reminder, as contractors we have been dealing with labor issues long before supply chain issues. We developed solutions, although not perfect but creative - we got the work done. It's your turn.

Hurricane Ida, and the aftermath are already beginning to further complicate this situation. Another natural disaster would have detrimental effects on our industry. The roofing manufacturing industry is killing the American Dream and as mentioned previously. In 1975, longtime news anchor Howard Beale was quoted as saying - **"I'm mad as hell and I'm not going to take it anymore."** His comment is more relevant today than it was in 1975.



Roofing Industry Leaders

September 1, 2021

Page 4

My intent is not to shame you, but ask each of you to step up. Your manufacturing leadership is **non-existent** when your loyal partners need you the most.

BELDON Roofing Company



Bradford D. Beldon
Chief Culture Officer & CEO

BDB:sb

Cc: Reid Ribble, CEO
National Roofing Contractors Association
rribble@nrca.net

Rod Petrick, Chairman of the Board
National Roofing Contractors Association
rod@ridgeworthroofing.com

Single Ply Roofing Industry
info@spri.org

Reed Hitchcock
The Asphalt Roofing Manufacturers Association
rhitchcock@asphaltroofing.org

President Joe Biden
The White House
1600 Pennsylvania Avenue NW
Washington, DC 20500
president@whitehouse.gov

Senator Ted Cruz
127A Russell Senate Office Building
Washington, D.C. 20510
steve_chartan@cruz.senate.gov and carolyn_busse@cruz.senate.gov

Senator John Cornyn
517 Hart Senate Office Building
Washington, DC 20510
beth_jafari@cornyn.senate.gov and stephen_tausend@cornyn.senate.gov

Congressman Tony Gonzales
1009 Longworth House Office Building
Washington, DC 20515
rep.gonzales@mail.house.gov

Congressman Henry Cuellar
2372 Rayburn House Office Building
Washington, DC 20515
rep.cuellar@mail.house.gov



Versico Roofing Systems' Q4 2021 Price Communication

1 message

Versico Communications <communications@versico.com>

Wed, Sep 1, 2021 at 12:02 PM

Reply-To: communications@versico.com

To: james.goodwin@beldon.com

A decorative header bar consisting of a dark grey rectangle on the left, a light grey rectangle in the center containing the text "PRICING BULLETIN", and a yellow rectangle on the right.

PRICING BULLETIN

TPO Surcharge and 2022 Price Increase

This year has brought challenges that most in the commercial roofing industry have never experienced. We have navigated rapidly rising raw material costs and raw material supply issues that continue to challenge product availability against surging demand. Securing freight services to meet delivery expectations has been increasingly difficult as all modes of transportation remain undersupplied. Order volumes and backlogs are at historic levels. Our teams, as are yours, are working harder than ever to manage these challenges.

The ongoing raw material volatility continues to be fueled by unpredictable events. Recently developing raw material issues, unrelated to Hurricane Ida, are causing us to implement the following price adjustments. The potential supply chain impacts of Hurricane Ida are unknown currently.

TPO Surcharge Effective October 1, 2021:

We have recently been informed of dramatic raw material cost increases impacting TPO despite expected cost stabilization. Multiple raw material producers have experienced unexpected downtime. These same producers are carrying record low inventory levels while navigating record-high demand. The combination of these variables has triggered the unexpected increase. The impact is significant and necessitates that we implement a **6% net price material surcharge** on TPO membranes, TPO flashings and TPO accessories to be effective October 1, 2021.

The surcharge applies to all orders that are shipped on or after October 1, 2021. While we hope this surcharge will prove to be temporary, the surcharge will be reviewed and adjusted as needed based on overall raw material cost movement. If the need for this surcharge continues beyond January 31, 2022, the surcharge will be changed to a conventional price increase and communicated per our normal announcement protocol.

Price Increase January 1, 2022:

Due to the lack of overall cost stabilization of raw materials, strained inventories, and continued supply/demand imbalance the following price increase will be implemented effective **January 1, 2022**. This increase is in addition to the TPO surcharge, should it prove necessary to carry the surcharge into January.

Product	Increase
TPO, EPDM & PVC Membranes	10%
Polyiso Insulation	10%
Metal Insulation/Seam Plates	25%
All Other Plates/Fasteners	15%
Bonding Adhesives	15%
Low-Rise Foam	15%
Coatings	Up to 25%
All Other Products & Accessories	10%
Material Upcharges (APEEL, QAT, CGF, etc.)	Up to \$0.02/SF

The price increase applies to all orders that are shipped on or after January 1, 2022; including orders with requested ship dates prior to January 1, 2022, which Versico is unable to fulfill. All new quotes will include these increases.

An updated price book and membrane/iso price lists will be distributed no later than 60 days prior to the effective date of the increase.

Delivery Requirements:

Another outcome of the current supply challenge is difficulty coordinating the manufacture of membrane, accessories, and insulation to ensure delivery on the same day. Therefore, it's critical for delivery to take place when the material is ready to ship, even if components cannot be delivered on the same day.

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

Sincerely,



Lorraine Russ
Director of Sales, Versico Roofing Systems

[View Full Announcement](#)



BUILDING VALUE | 800-992-7663 | P.O. BOX 1289, CARLISLE, PA 17013

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Brad Beldon <brad.beldon@beldon.com>

Firestone Freight Announcement

1 message

Firestone Building Products <marketing@firestonebp.com>

Thu, Sep 2, 2021 at 3:40 PM

Reply-To: marketing@firestonebp.com

To: brad.beldon@beldon.com

FIRESTONE BUILDING PRODUCTS ANNOUNCEMENT



Freight Announcement

To: Firestone Building Products U.S. Customers

On June 17, we announced several price increases in a variety of categories, including a notice that our fuel and freight surcharge would increase by \$75 to \$425 per truckload, effective July 16, 2021. This \$75 per truckload increase was applied to all open orders, quotes, and discounts through December 31, 2021 with no exception.

Effective immediately, Firestone will no longer accept requests for fuel and freight discounts.

Beginning January 1, 2022, Firestone will discontinue all fuel and freight surcharge discounts. All projects shipped after January 1, 2022 will be charged based on Firestone's published fuel and freight surcharge amount at time of shipment, without exception.

If you have any questions, please contact your local [Firestone Sales Representative](#) or Regional Business Manager .

Sincerely,

Jacob Speight

Vice President of Sales, Americas

FIRESTONE BUILDING PRODUCTS
200 4TH AVENUE SOUTH
NASHVILLE, TN 37201

FIRESTONEBPCO.COM

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Firestone
Firestone Building Products

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200 4th Avenue South
Nashville, TN | 37201 US

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Brad Beldon <brad.beldon@beldon.com>

GenFlex Freight Announcement

1 message

Firestone Building Products <marketing@firestonebp.com>

Thu, Sep 2, 2021 at 3:42 PM

Reply-To: marketing@firestonebp.com

To: brad.beldon@beldon.com



Freight Announcement

Dear GenFlex Customers,

On June 17, we announced several price increases in a variety of categories, including a notice that our fuel and freight surcharge would increase by \$75 to \$425 per truckload, effective July 16, 2021. This \$75 per truckload increase was applied to all open orders, quotes, and discounts through December 31, 2021 with no exception.

Effective immediately, Firestone Building Products will no longer accept requests for fuel and freight discounts.

Beginning January 1, 2022, we will discontinue all fuel and freight surcharge discounts. All projects shipped after January 1, 2022 will be charged based on GenFlex's published fuel and freight surcharge amount at time of shipment, without exception.

If you have any questions, please contact your Regional Business Manager or your local [GenFlex Sales Representative](#).

Sincerely,

Jacob Speight
Vice President of Sales, Americas

FIRESTONE BUILDING PRODUCTS
200 4TH AVENUE SOUTH
NASHVILLE, TN 37201
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GENFLEX.COM
1-800-443-4272



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200 4th Avenue South
Nashville, TN | 37201 US

This email was sent to brad.beldon@beldon.com.

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Lic. #: CCC018297

September 3, 2021

Dear Valued Customers,

Reference: Roofing Material prices and availability

Since the beginning of 2021, the roofing industry has been experiencing price increases and some availability issues on:

- Single Ply Roofing Membranes such as TPO & PVC
- Roof Insulation such as isocyanate
- Adhesives to attach insulation, roof membrane & tile
- Fastener and metal plates to attach roofing membrane and insulation systems
- Sheet Metal to fabricate flashings

Effective July 1, 2021 all contractors in the roofing industry are being told by many of our vendor partners that all prices previously quoted on projects are no longer valid and going forward will be determined based on the ship dates. (See *attached Price increase notices*) This including orders already placed with price confirmations. Also, ship dates previously confirmed for projects may also be moving to different dates. Material prices and availability is currently out of the contractor's control and a sign of the challenging times facing the roofing industry.

For all executed contracts that have not shipped and upon your request, Best Roofing will provide a list of all possible items that might increase or decrease in value for each specific material item in the contract. Once we confirm the delivery date and final price of the products, one of our managers will reach out to you to share the differences in the price carried in the contract vs. what we pay for materials. Prior to loading your project, Best Roofing will require a change order to reflect the cost difference (either up or down) between the price carried in the estimate and the price invoiced at delivery. ***We are anticipating price increases to land between 6% -15% of the contract value when product is delivered between August 1, 2021 - April 1, 2022. This all depends on the price carried in the estimate and the price at point of delivery.***

I have reached out to all our vendor partners and asked what to expect in the future and if prices will fall back to previous levels? The answer I continue to hear is that if demand stays at its current level, we should not expect much relief and the possibility of continued inflation.

I am extremely disappointed with this situation. In my 4 decades serving clients in this industry, we have never seen price volatility and availability like we are seeing today. As always, our team is here to help you ***"Solve your Roof Problems"***.

Gregg Wallick

Gregg Wallick
President & CEO

...

Fort Lauderdale Office:
1600 NE 12th Terrace
Ft. Lauderdale, FL 333025

Miami Office
2945 NW 21st Terrace
Miami, Florida 33142

Phone: (954) 941-9111
Fax: (954) 941-7447
Toll Free: (888) 723-Best(2378)





717 17th St. Denver, CO 80202 (800) 922-5922

Bulletin Number: P21-012

Date: September 3, 2021

Distribution: External

Johns Manville Price Announcement

As a result of continued cost increases on raw materials Johns Manville is confirming an October 1, 2021 price increase on all commercial roofing products. Due to inflation in excess of original estimates, some of the increases are higher than originally reflected on the price pages labeled “**updated July 2021**”.

For orders being shipped in the 4th quarter of 2021 please refer to the price pages labeled “**updated September 2021**” that will be distributed in the coming week by your local sales team or account manager.

- Orders will continue to be priced based on actual ship dates. Otherwise stated, if product ships on October 15, 2021, orders will be priced at the October 15, 2021 effective price.

In addition to the previously announced increases, JM has been notified of an 11% surcharge from our supplier on the following products:

- 70002671 – JM One-Step Foamable Adhesive 1500 ML
- 70002638 – RS Urethane Adhesive Cartridge 1500 ML

JM will be charged effective immediately. We will pass this charge on to our customers on all shipments on or after October 1, 2021.

For clarification to Bulletin P21-011, for all projects ordered from JM after August 25, 2021 the guarantee charge will be based on the published guarantee price schedule. For projects that will complete by March 31, 2022 which are already under contract, registered in the JM portal and ordered from JM, we will honor existing price commitments. Please work with your sales team and account manager for pricing on all projects that do not meet the above criteria.

Please note JM reserves the right to announce, change and implement new pricing at any time.

Thank you for your partnership and continued support of JM.

Sincerely,

Tesha Kroll
Director of Commercial Services and SIOP
Johns Manville | Roofing Systems

September 3, 2021

Mr. Bradford D. Beldon
Chief Culture Officer & CEO
BELDON Roofing Company
5039 West Ave. P.O. Box 13380
San Antonio, TX 78213
Brad.Beldon@beldon.com



Re: Your Letter for BELDON Roofing Company to Roofing “Industry Leaders” Dated September 1, 2021

Dear Mr. Beldon:

Your letter on behalf of BELDON Roofing Company (“BELDON”) to 14 Roofing “Industry Leaders” Carlisle Syntec, Inc., GAF Building Products, Johns Manville, Firestone Building Products, OMG Roofing Products, Owens Corning, IKO, Sika Sarnafil/RMAX, Soprema, Siplast, Hunter Panels, Atlas Roofing Company, Certainteed, LLC and Trufast, all of which are Members of SPRI, Inc. (“SPRI”), cc’d on the letter, has been received by SPRI. This is SPRI’s response to you on this letter.

At the outset, SPRI recognizes the outstanding reputation and careers of your grandfather, father and the well-established and successful BELDON since 1946 in San Antonio, long serving Texas and beyond, and which prominent roofing contractor entity you serve as CEO. SPRI also appreciates your two stated role models’ commitment to “Integrity” and “Doing the right thing” which, for SPRI, and its Members, are business practices and noble conduct, like for you, of paramount importance in the roofing industry.

As you likely know, SPRI’s purposes, as noted in its bylaws, “are to promote the exchange of ideas for the development of the highest standards and operating efficiency within the flexible sheet membrane roof system industry... and to create lasting good will among the Members and those who specify, purchase, and use flexible sheet membrane roof systems ...”, which clearly, includes roofing contractors.

In pursuing its purposes, however, please appreciate, as SPRI Members must keep in mind every day, and as is noted in SPRI’s bylaws, “SPRI complies with antitrust laws and ... Discussion which could affect competitive pricing decisions or other competitive factors are forbidden.” Examples of such prohibited conduct would include discussions of pricing policies or future prices, production capacity, profit margins or other factors [such as “coordinating warranty terms”], all of which must be avoided.

Given these restraints, SPRI and its Members – working through SPRI and assiduously following the business practices of “integrity” and “doing the right thing” that your grandfather, father and you have espoused – are limited in options. That is, SPRI and its Members together are not permitted to address “price increases”, “honoring job quotes”, “unbudgeted warranty costs” and “working together to solve this problem” among its Members as you seem to encourage, if not urge.

Mr. Bradford D. Beldon
BELDON Roofing Company
Page 2

While your comments have been directed, as you mentioned, “at the roofing manufacturing industry as a whole”, and you may well yet be successful in seeking support from individual “roofing leaders” and others to improve conditions and challenges you have described, regrettably, there is nothing that SPRI – as a trade association – can offer to do, or to do, for you and others here and now. In short, as a trade association, SPRI can’t act on its own, nor in concert with Members, to provide the relief that you seek.

In closing, in addition to individual roofing industry leaders to whom you reach out, you may obtain support and/or relief from the governmental entities you pursue and that you have cc’d with your letter, and, as noted, to whom SPRI is cc’ing its response here. As for your further efforts, SPRI wishes you every success in obtaining the relief that you seek for roofing contractors and other entities you seek to assist.

Sincerely,



Michael J. Hubbard, SPRI President

cc:

Nick Shears
Carlisle Syntec, Inc.
nick.shears@syntec.carlisle.com

John Altmeyer
GAF Building Products
john.altmeyer@gaf.com

Mary Rhinehart
Johns Manville
mary.rhinehart@jm.com

Jaime M. Gentoso
Firestone Building Products
jamie.gentoso@holcim.com

Josh Kelly
OMG Roofing Products
jkelly@omginc.com

Brian Chambers
Owens Corning
brian.d.chambers@owenscorning.com

Kevin Earnest
IKO
kevin.earnest@iko.com
Brian Whelan
Sika Sarnafil/RMAX
whelan.brian@us.sika.com

Tim Kersey
Soprema
tkersey@soprema.us

Peter Hicks
Siplast
peter.hicks@siplast.com

Matt Peterson
Hunter Panels
matt.peterson@hpanels.com

Ken Farrish
Atlas Roofing Corporation
Ken.farrish@atlasroofing.com

Mr. Bradford D. Beldon
BELDON Roofing Company
Page 3

Mike Baker
Certainteed, LLC
michael.s.baker@saint-gobain.com

Jon Meyer
Trufast
jmeyer@trufast.com

Reid Ribble, CEO
National Roofing Contractors
Association
rribble@nrca.net

Rod Petrick, Chairman of the Board
National Roofing Contractors
Association
rod@ridgeworthroofing.com

Reed Hitchcock
The Asphalt Roofing Manufacturers
Association
rhitchcock@asphaltroofing.org

President Joe Biden
The White House
1600 Pennsylvania Avenue NW
Washington, DC 20500
president@whitehouse.gov

Senator Ted Cruz
127 A Russell Senate Office Building
Washington, DC 20510
steve_chartan@cruz.senate.gov and
carolyn_busse@cruz.senate.gov

Senator John Coryn
517 Hart Senate Office Building
Washington, DC 20510
beth_jafari@coryn.senate.gov and
stephen_tausend@coryn.senate.gov

Congressman Tony Gonzales
1009 Longworth House Office Building
Washington, DC 20515
rep.gonzales@mail.house.gov

Congressman Henry Cuellar
2372 Rayburn House Office Building
Washington, DC 20515
Rep.cuellar@mail.house.gov



September 5, 2021

VIA EMAIL - mhubbard@alphallc.us & info@spri.org

Michael J. Hubbard, President

SPRI

465 Waverley Oaks Road, Suite 421
Waltham, MA 02452

Dear Mr. Hubbard:

Thank you for your response to my letter addressing my concerns with the current condition of the roofing industry. As mentioned in my previous correspondence, I'm writing to you on behalf of BELDON Roofing Company ("BELDON") and no other organization. Furthermore, as stated in my previous correspondence, my comments and perceptions are my own and may or may not be supported by others within the industry.

I fully understand SPRI's and your concern with antitrust; however, I do not personally believe that the intended items of discussion involve potential for antitrust issues. All that I am seeking, is an **open forum** for discussion. In fact, this is the exact reason that SPRI was created. SPRI even states this on its website - **"SPRI is a collection of commercial roofing industry experts dedicated to providing an open forum for discussion, education, and innovation."** In addition to this open forum, and to ensure that there are no concerns at all, I will follow up directly with a few manufacturers, in lieu of the group as a whole. This will make sure that there are no antitrust concerns. Perhaps SPRI can assemble an internal team which can facilitate these meetings so that there is a common message and a dedicated calendar that we, and potentially other contractors, can select from.

With that being said, in April of 2020, SPRI published it's antitrust statement was as follows:

SPRI antitrust statement: SPRI complies with antitrust laws and requires participants in its programs to comply with antitrust laws. Discussions which could affect competitive pricing decisions or other competitive factors are forbidden. There may be no discussions of pricing policies or future prices, production capacity, profit margins or other factors which may tend to influence prices. In discussing technical issues, care should be taken to avoid discussing potential or planned competitive activities. Members and participants should be familiar with the SPRI antitrust Policy and act in conformity with it.

[Click here to view the minutes of the meeting](#)

Unless I am interpreting SPRI's written policy incorrectly, nothing within SPRI's current policy or federal antitrust laws would preclude a focus group, a Town Hall meeting, and/or a Zoom panel meeting of manufacturers and customers. On March 31, 2020, SPRI held a "GoToMeeting" session called **"Roofing Industry Technical Summit,"** why is this any different than what I am requesting? In fact, the roofing industry has had experts, peers

and industry consultants on the same stage for decades. Please see the following links, of speakers, who discuss different aspects of the industry working together for the betterment of the industry.

[Click here to see the 2021 IRE list of industry wide speakers](#)

[Click here to see the 2021 IIBEC list of industry wide speakers](#)

[Click here to see the 2021 Best of Success industry wide list of speakers](#)

With regard to SPRI's comment, you argue that members of SPRI cannot work together on anything as that would be a violation of federal antitrust laws. This statement flies directly in the face of SPRI itself as SPRI is a trade organization.

Let's take a simple look at the interesting claims in which SPRI makes on it's own website - www.spri.org:

- *"SPRI is your home for commercial roofing industry information"*
- *"We improve the industry"*
- ***"SPRI is a collection of commercial roofing industry experts dedicated to providing an open forum for discussion, education, and innovation."***
- *"Who is SPRI"*
 - ***Regular Members*** manufacture or market flexible sheet membrane roofing systems; but not including independent manufacturers' representatives or distributors.
 - ***Associate Members*** manufacture and market, or simply market, raw materials, components, accessories, tools or equipment used in flexible sheet membrane roofing systems.
 - ***Affiliate Members*** are professional roof consultants, architectural firms, specifiers, product distributors, sales representatives, testing agencies and research agencies

If the claims made on SPRI's website are inaccurate, perhaps they should be taken down. Otherwise, you might consider rewriting your antitrust position as it is diametrically opposed to what SPRI itself states.

Further, the Antitrust Division of the Department of Justice has stated that, for the most part, trade associations are good for an industry - *"Because of the stake that your members have in a competitive economy, we often find that trade associations play a positive role in helping us do our jobs. Trade associations often bring to our attention competitive problems in an industry, frequently in the context of legislative activity or other aspects of our competition advocacy mission."*

[Click here to see the US Department of Justice Antitrust and Trade Association Information](#)

Unfortunately, over time, the Distributor is now the manufacturer's perceived customer and not the roofing contractor. Actually, it is the roofing contractor which tells the Distributor what materials to order. The reason why I am writing this letter, and why I have had so many positive responses to my original letter, is that **our** customers (**the real end users**) are very much in the dark about costs and delivery times. Why are our customers in the dark? The answer is quite simple. Many of the manufacturers have kept the roofing contractors in the same dark by raising prices almost weekly and by not providing any clarity as to when products will be delivered. This is why I have, and continue to assert, that the system is broken and needs **ALL OF US** in the industry to come together in a peer group or panel setting to address these concerns. With Best of Success and/or The Western Roofing Expo both only a few weeks away, either event would be the perfect opportunity to begin the necessary dialogue.



Michael J. Hubbard
September 5, 2021
Page 3

Hopefully, with the Delta Variant on the rise, SPRI will provide online access to these peer group and/or panel settings for those unable to attend in person.

Personally, I would like to arrange one-on-one's with various manufacturers and will work to facilitate BELDON's own meetings. I encourage other roofing contractors to have similar meetings as I think each manufacturer might find value in getting to hear it straight from roofing contractors. At BELDON, we pride ourselves on sitting down with our customers and understanding their specific issues. In the best case scenario, we work together to develop a path which is mutually beneficial to both of our businesses.

Another option, as mentioned above, is for SPRI to recommend that its individual members hold Town Hall meetings, with roofing contractors, to both explain their issues and, just as importantly, to hear about its customer's issues. Town Halls are quick to set up, effective, and impactful. In a nutshell, they provide clarity to all sides. Best of all, they **DO NOT** violate federal antitrust laws.

Thank you for helping to address this unprecedented situation within our industry.

Together, we can make a difference, one day at a time, one person at a time.

BELDON Roofing Company

A handwritten signature in black ink, appearing to read 'BDB', with a long horizontal stroke extending to the right.

Bradford D. Beldon
Chief Culture Officer & CEO

BDB:sb





Brad Beldon <brad.beldon@beldon.com>

DaVinci Price Increase - October 2021

1 message

DaVinci Roofscapes <salessupport@davinciroofscapes.com>

Wed, Sep 8, 2021 at 4:03 PM

Reply-To: salessupport@davinciroofscapes.com

To: brad.beldon@beldon.com

September 8, 2021

Dear Valued Customer:

We are announcing updates to the DaVinci pricing program, effective October 4, 2021.

Rising raw material costs and increased shipping fees have combined to necessitate a price increase. We believe the 2021 pricing continues to provide the most customer-friendly pricing program in our industry.

DaVinci will increase Distributor Pricing 8% across all products.

This is effective with all new purchase orders received as of October 4, 2021. This pricing replaces all previous pricing and special programs. Price sheets and quote calculator will be available by 9/24/21.

Our Customer Service Team continues to work remotely. You can reach us at 800-328-4624 and phones will be answered from 8:00 a.m. – 5:00 p.m. (CDT) Monday-Friday. Calls received outside of business hours will be returned as soon as possible the next business day.

Finally, we want to thank you, our loyal customer, for trusting us with your business!

[Click to Download Announcement](#)

Mark Pagel

General Manager



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DaVinci Roofscapes
13890 W 101st St
Lenexa, KS 66215



September 9, 2021

The Honorable Gina M. Raimondo
Secretary
U.S. Department of Commerce
1401 Constitution Ave NW
Washington, D.C. 20230

The Honorable Alejandro Mayorkas
Secretary
U.S. Department of Homeland Security
2707 Martin Luther King Jr. Ave SE
Washington, D.C. 20528-0525

The Honorable Michael S. Regan
Administrator
U.S. Environmental Protection Agency
1200 Pennsylvania Ave NW
Washington, D.C. 20460

The Honorable Brian Deese
Director
National Economic Council
1650 Pennsylvania Ave NW
Washington, D.C. 20502

Dear Secretaries Raimondo and Mayorkas, Director Deese, and Administrator Regan,

Thank you for your efforts to address America's unprecedented supply chain disruptions. The situation facing our nation is unparalleled in modern times and shows no indication of easing soon. Your actions to protect public health and safety as well as economic and national security interests are vital. In that regard, we wish to inform you that the roofing industry is in immediate need of a comprehensive federal approach to address devastating supply chain shortages of materials that began during the pandemic and have been greatly exacerbated by natural disasters and most recently Hurricane Ida. Without federal assistance, the key material components needed to provide shelter to hundreds of thousands of Americans and businesses could be delayed for many months. Our industry is vital to addressing current housing shortages and to repair, build and maintain schools, hospitals, and other critical infrastructure buildings but these efforts are in jeopardy as materials are increasingly constrained.

Established in 1886, NRCA is one of the nation's oldest trade associations and the voice of roofing professionals worldwide. NRCA's nearly 4,000 member companies represent all segments of the industry, including contractors, manufacturers, distributors, consultants, and other employers in all 50 states and internationally. NRCA members are typically small, privately held companies with the average member employing 45 people and attaining sales of \$4.5 million per year. The U.S. roofing industry is an essential \$100 billion+ sector with nearly 1 million employees that provides critical materials and services to ensure home and business safety.

When the economy shut down in March 2020 due to COVID-19, many manufacturers logically paused building inventory of some materials because it was unclear how the economy would proceed in the coming months, but demand for roofing materials increased dramatically and shortages quickly occurred in the marketplace. These shortages have grown since then and are exacerbated by the fact that the materials used for roofing products are also used by consumer product industries where demand skyrocketed as individuals were locked down in their homes. This unprecedented demand is furthering shortages of materials needed for key components to

secure and safeguard hospitals, schools, government and military buildings, manufacturing and logistics facilities and other community resources.

Natural disasters have also contributed greatly to the challenge of sourcing necessary supplies. Many materials used in roofing insulation, for example, come from Texas, Louisiana, and are imported from abroad. Texas had a historic ice storm that shut down production for nearly a month and Louisiana has now been hit with Hurricane Ida. Several critical plants in Louisiana have been shut down by Ida and it could be weeks until they resume production. Louisiana also hosts a vital seaport that is used to import necessary materials. Delays at this port have only exacerbated the strain on getting materials to manufacturers.

Given the unprecedented severity of the supply chain issues, we request immediate federal assistance with increasing the speed and capacity at our nation's ports, a fast restart of production located in disaster areas and other assistance that may be identified in the coming days or weeks. Many of these challenges were created not by one single issue, but a cascading chain of events beyond the control of our industry. Providing urgently needed repairs to many homes, schools, hospitals, and other vital buildings in many parts of the nation depend on swift action of both the private and public sectors working together to address this emergency.

Thank you again for your efforts to address America's critical supply shortages and address these issues for the roofing industry, other sectors of employers and consumers. We would welcome the opportunity to discuss this issue with you and your team in more depth and develop solutions to direct scarce, desperately needed materials to the roofing industry so it can provide vital economic and life-sustaining shelter to the businesses and citizens across the country. If you have questions or need more information, please contact Duane Musser, NRCA's vice president of government relations, at 202-546-7584 or dmusser@nrca.net.

Sincerely,

A handwritten signature in black ink, appearing to read "Reid Ribble". The signature is fluid and cursive, with the first name "Reid" and last name "Ribble" clearly distinguishable.

Reid Ribble
Chief Executive Officer

FIRESTONE BUILDING PRODUCTS ANNOUNCEMENT



Price Announcement

TO: FSBP U.S. Valued Customers

Dear Firestone Building Products customers,

Global market conditions continue to negatively impact costs to serve in the roofing industry. As a result, Firestone Building Products is implementing the following price increases.

Effective September 10, 2021:

Product	Increase
Asphalt & Related Accessories	5%
Metal (Roll formed, Sheet and coil)	8%
Metal Roofing Accessories	10%

Effective immediately, customer requested palletization of membranes will incur a surcharge of \$75/pallet, including cubing of 10x100 products.

As a reminder, metal and metal accessories will be priced at the time of shipment.

Thank you for your continued support of Firestone Building Products.

If you have any questions regarding how this price adjustment will affect you, contact your local

[Firestone Sales Representative](#) or Regional Business Manager .

Sincerely,

Jeff Boecker
Pricing Director

Firestone Building Products

FIRESTONE BUILDING PRODUCTS
200 4TH AVENUE SOUTH
NASHVILLE, TN 37201

FIRESTONEBPCO.COM

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Firestone
Firestone Building Products



Brad Beldon <brad.beldon@beldon.com>

Fwd: An Important Announcement from DERBIGUM

1 message

James Goodwin <james.goodwin@beldon.com>
To: commercialsales@beldon.com

Wed, Sep 15, 2021 at 3:21 PM

Please take note of \$500 per truck freight surcharge and \$100 per truck for HAZMAT placards.

James Goodwin
Vice President of Sales
Beldon Roofing Company
p (210) 366-6913 m (210) 854-6913
www.beldon.com
james.goodwin@beldon.com

Integrity is our family business

----- Forwarded message -----

From: **DERBIGUM** <info@derbigum.us>
Date: Wed, Sep 15, 2021 at 3:17 PM
Subject: An Important Announcement from DERBIGUM
To: <james.goodwin@beldon.com>



September 15, 2021

Re: DERBIGUM Freight Surcharge Update

Dear Valued Customer:

As we have all experienced recently, market conditions continue to put immense pressure on raw materials, finished goods, and transportation costs. Likewise, DERBIGUM is facing supply chain and logistical challenges. Therefore, this letter is to inform you of the freight surcharge increase.

In the first two quarters of 2021, fuel has risen to rates not seen since 2014. In addition to this, we are seeing market disruptions caused by hurricanes, pipelines getting hacked, and a surge in demand caused by the economy coming back strong in 2021. With these variables, we have seen both carrier and fuel prices increase by 20% or more in the last six months. Adding to this is the short availability of trucks due to the increased demand, regardless of cost. Quite simply, there are far more loads than trucks.

I can assure you that our entire global logistics team has been working on every possible solution to mitigate this industry-wide issue. To increase our truck availability, we are forced to increase our freight surcharge to \$500 per full truck. We will also implement an additional \$100 per truck fee for any load requiring DOT Hazmat placards to increase availability.

As we work through this challenge, and as always, we thank you for your business and your continued support. Our team will keep you informed regarding this fluid situation, but do not hesitate to contact us should you have questions.

Sincerely,

Greg Morgan

Director of Supply Chain

cc: Tim Kersey, CEO – U.S. Operations
Greg Williams, National Sales Manager



10/7/21, 9:40 AM

Beldon Enterprises Mail - Fwd: An Important Announcement from DERBIGUM

816.924.1542

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Brad Beldon <brad.beldon@beldon.com>

USG and Georgia Pacific Price Increase Announcements

1 message

Firestone Building Products <marketing@firestonebp.com>

Wed, Sep 15, 2021 at 10:24 AM

Reply-To: marketing@firestonebp.com

To: brad.beldon@beldon.com

FIRESTONE BUILDING PRODUCTS ANNOUNCEMENT



USG and Georgia Pacific Price Increase Announcements

Dear Firestone Building Products Customer,

Please be advised that USG and Georgia Pacific have announced price increases across their product portfolios as outlined below:

- **USG:** Effective September 13, 2021, averaging \$0.02/ SQFT. The increase will apply to all orders shipped on or after September 13, 2021 regardless of the date of order placement.
- **Georgia Pacific:** Effective October 11, 2021, averaging \$0.02 SQFT. The increase will apply to all orders shipped on or after October 11, 2021 regardless of the date of order placement.

If you have any questions regarding this announcement or its impact on your business, please contact your local **Firestone** or **GenFlex** Sales Representative, or Regional Business Manager.

We appreciate your continued support of Firestone Building Products.

Sincerely,

Edward Klonowski

Insulation Product Manager

FIRESTONE BUILDING PRODUCTS
200 4TH AVENUE SOUTH
NASHVILLE, TN 37201
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FIRESTONEBPCO.COM
1-855-479-5589
FRANÇAIS: 1-888-292-6265

Firestone
Firestone Building Products

10/7/21, 9:41 AM

Beldon Enterprises Mail - USG and Georgia Pacific Price Increase Announcements

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200 4th Avenue South
Nashville, TN | 37201 US

This email was sent to brad.beldon@beldon.com.

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SOLUTIONS. DELIVERED.®

September 20, 2021

Subject: Supply Chain Challenges Update

To: Atlas Molded Products Customers

We are writing to provide an update on our ongoing resin supply chain challenges. You may remember in our August 26th Supply Chain Challenges letter we stated, “The next several weeks will likely be the most challenging as Atlas and our supply partners have consumed available safety stocks.” We are pleased to have successfully filled the vast majority of our customer orders over recent weeks.

Unfortunately, at this time we have nearly depleted our available safety stock and our supply chain is unable to provide sufficient raw material to us to fully meet all customer orders moving forward. We will continue to do everything possible to meet your needs based on the material available to us from our vendors.

We expect these challenges will stay at elevated levels through the months of October and November at minimum. We will endeavor to be both proactive and transparent with our communication as impacts to orders become apparent

Thank you for your business and support. Please contact your Sales or Customer Service Representative regarding any questions or concerns.

Sincerely,

Mark A. Randall

Materials Manager



September 20, 2021

VIA Email - rribble@nrca.net

Mr. Reid Ribble
NRCA
10255 W. Higgins Road
Suite 600
Rosemont, IL 60018-5607

Re: September 22, 2021 - Town Hall

Dear Reid:

Thank you very much for agreeing to host the much needed roofing industry Town Hall meeting, Wednesday night. In an effort to provide time to research the questions, I am providing BELDON's concerns prior to the Town Hall meeting. Please note, none of these are specific to any particular individual and/or company.

Our concerns are as follows:

Concern #1 - MDI

- What is being done to shorten the delivery times of MDI from other countries?
- Are other ports being considered, other than the West Coast ports, as the West Coast bottleneck appears to be dramatically impacting delivery times?

Concern #2 - Fasteners

- Have any of the Alibaba available screws been approved and/or tested with your approved systems?
- If so, can you provide the approved sources so that we may obtain such fasteners?

Concern #3 - Manufacturing / Supply Chain

- Typically, inventory levels are built during the winter months; however, with everyone behind the curve, does this mean that we will continue to see supply issues in the 3rd quarter of 2022?
- Is the trucking situation improving at all?
- Is rail an option for quicker delivery? If so, how would we handle this with each of you?
- Are the plants running at 100% capacity? Are there planned shutdowns which are not built into current delivery projections?

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5039 West Ave. P.O. Box 13380, San Antonio, TX 78213 | p (210) 341-3100 | f (210) 341-2959 | beldon.com

Concern #4 - Warranty

- We are concerned that there may be loopholes which we are unaware of regarding substitute products within the finished assembly. Are we to assume that all of these will all be covered under the manufacturer warranty issued for each project?
- Does the contractor need to obtain a different warranty from each component manufacturer within the completed assembly?

Concern #5 - Single Ply Raw Materials

- What shortages, of single ply resins, are being seen in manufacturing?
- Are these shortages short term or do you expect them to last into the 3rd quarter of 2022?


Concern #6 - Miscellaneous

- When can we expect more accurate delivery dates?
- How is Hurricane Ida impacting current delivery times? Will it push back previously promised delivery dates?
- What contingencies are being put into place for the likely event of another storm?
- What can we ask our Congressional Representatives to do to help?
- If the Biden Administration were to make changes in the existing tariff structure, what changes would help and how would it affect the supply chain?

Hopefully the Town Hall end result will not just be "checking the box", but that the industry will develop an immediate plan for the next steps. Additionally, I've included my previous correspondence so that the panelists can review them as well during their preparation for the Town Hall. Furthermore, I hope this discussion lays the foundation for an industry wide task force - represented by individuals from each impacted sector - as one Town Hall will not solve the unprecedented situation.

Thank you, again, for holding this event. I hope others will also pre-submit questions so that we can address as many concerns as possible within the allotted time frame. As for the speakers, we look forward to the transparency and truly appreciate your willingness to address the concerns of your customers.

Most sincerely -



Bradford D. Beldon
Chief Culture Officer & CEO

BDB:sb

Cc: Mr. Nick Shears, **Carlisle Syntec**, nick.shears@carlisleccm.com
Mr. John Altmeyer, **GAF**, john.altmeyer@gaf.com
Mr. Brian Whelan, **Sika/Sarnafil**, whelan.brian@us.sika.com
Mr. Joe Smith, **JM**, joe.smith@jm.com
Mr. Josh Kelly, **OMG**, jkelly@omginc.com
Mr. Trent Cotney, **Cotney Law**, tcotney@cotneycl.com
Mr. Rod Petrick, **Ridgeworth Roofing**, rod@ridgeworthroofing.com





Roofing material shortages and price volatility

September 2021

The U.S. roofing industry is experiencing unprecedented shortages of roofing materials and products and significant price volatility. NRCA is providing this Industry Issue Update to help its members with building owners, facility managers, general contractors and construction managers involved in roof purchasing decisions.

Although this information is intended to apply specifically to the U.S. roofing market, based on NRCA's communications with its affiliates and partners in Canada, Mexico and elsewhere worldwide, shortages of roofing materials and products and price volatility appear to be global issues.

BACKGROUND

Compared with other industries, the U.S. roofing industry is domestic in nature. With few exceptions, a vast majority of roofing products and materials used are manufactured in the U.S. from U.S.-sourced raw materials, delivered by U.S. suppliers and distributors, and installed by U.S. roofing contractor companies. Although the global economy has some effect on many purchasing decisions, the U.S. roofing industry is largely driven by the U.S. economy, interest rates and consumer sentiment.

During the past decade, the U.S. roofing industry has experienced a period of consistent, moderate growth. The roofing materials and products supply chain has expanded in capacity and roofing contractors have added field personnel and capability to fill this growing need. In many regions of the U.S., additional roofing industry growth has been limited by a lack of adequately trained field personnel.

At the same time, energy code requirements and sustainability incentive programs have resulted in a demand for more energy-efficient roof systems. For example, when reroofing a building, it is not unusual to replace an existing, aged roof system having an R-10 insulation value with a new roof system with an energy code mandated minimum R-20, R-25, R-30 or R-35 insulation value. Such increases in

insulation value necessitate using greater amounts of and thicker insulation, usually in multiple layers, longer fasteners, more layers of insulation adhesive and additional material handling and installation labor.

THE CURRENT SITUATION

The U.S. roofing industry responded and adapted to the onset of the COVID-19 pandemic remarkably well. The U.S. roofing industry quickly was considered “essential,” and at the start of the pandemic, the roofing materials and products supply chain functioned with only minimal interruptions. Roofing contractors adapted to additional safe work practices necessary to perform work on occupied buildings during the pandemic.

By many measures, 2020 was a productive year for the U.S. roofing industry. For example, 2020 was a near historic record level year for asphalt shingle installations. Homeowners invested in reroofing and maintaining their homes during the pandemic, spurred in part by low interest rates and the availability of stimulus funding, and the roofing industry responded to several weather events involving high winds and hail. The institutional and industrial segments of the U.S. roofing industry also experienced similar levels of activity.

However, one noticeable change is the level of roofing material and product in inventory shrunk considerably. Roofing material suppliers and distributors reduced their material and product inventories. Since the start of the pandemic, far more roofing materials and products are being shipped on a job-specific basis. This especially is the case with roof insulation and roof covering products and certain specialty products, such as fasteners and adhesives. A few years ago, many roofing jobs often could be carried out with roofing materials and products held in inventory, but manufacturers now are shipping roofing materials and products on a job-specific basis with fewer roofing materials and products being stocked in inventory.

The level of roofing material and product in inventory shrunk considerably

At the end of the 2020, there was a degree of uncertainty in the U.S. economy and within the roofing industry. During this period, most U.S. suppliers, distributors and roofing contractors placed only minimal orders for roofing materials and products to build their inventories in anticipation of the 2021 roofing season. Because of this reduced demand, many manufacturers scaled back their off-season production. As a result, at the start of the 2021 roofing season, roofing material and product inventories were uncharacteristically low.

In February, unseasonably cold temperatures and power outages in Texas and other Gulf Coast states resulted in a weeks-long interruption in the production of methylene diphenyl diisocyanate. Significant shortages of MDI were already occurring, and this production interruption only exacerbated a stressed supply situation. MDI is used in the manufacturing of rigid board and spray polyurethane foam insulation, as well as some adhesives commonly used in the roofing industry.

By late February, the demand for roofing had quickly rebounded in many areas of the U.S., and roofing contractors' backlogs of work under contract were growing significantly. This demand was spurred by continued low interest rates, the availability of stimulus funding and improving consumer sentiment in the U.S. economy.

By mid-March, reports of roofing material and product shortages were common. The demand for roof insulation, insulation and membrane fasteners, roofing nails, some membrane products and roof accessory products began to exceed the available inventory and production capability. Also, prices for roofing materials and products were increasing significantly, and these prices continue to increase.

Currently, demand for roofing services is high. For example, 2021 will likely be a record year for asphalt shingle production and installations. The institutional, industrial and commercial segments of the U.S. roofing industry also are experiencing high levels of activity through much of the U.S. Roofing contractors in many regions are reporting significant backlogs of work under contract through the end of the year and some well into 2022. Also, manufacturers are reporting similarly high demand for roofing material and products with production already being fully committed well into 2022.

Although demand for roofing is high, roofing contractors are facing increasing challenges of shortages and long lead times for roofing material and products. For example, roof insulation, insulation and membrane fasteners, some membrane products and roof accessory products continue to be in short supply. Manufacturers are reporting anticipated lead times for fulfilling newly placed orders for some roofing

materials and products of four months or more with some large orders having lead times as long as 12 months.

Shortages of roofing materials and products have gotten to the point where availability is limiting the ability to perform roofing work rather than a lack of adequately trained field personnel.

Also, price increases from roofing material and product manufacturers continue, often with little or no advance warning to roofing contractors. In some cases, the timing for determining the price roofing contractors pay for roofing materials and products also has changed. Traditionally, pricing was established at the time a roofing contractor placed an order. In some instances, manufacturers quoted project-specific pricing and honored that price for a defined period. But recently, several manufacturers have instituted

new policies basing pricing at the time of shipment instead of at the time the order is placed. This puts roofing contractors in the position of not having actual material and product pricing at the time of offering a proposal or bid and entering into a contract with a building owner. The likely potential for still further roofing material and product price increases presents obvious problems for roofing contractors and building owners.

NRCA is aware of a number of situations, including some recently in the aftermath of Hurricane Ida, where roofing manufacturers have been faced with declarations for force

majeure regarding supply contracts and shipments from raw material providers. These include MDI, steel rods used in the manufacturing of fasteners, glass mats used in asphalt shingles and some roof membranes, and some specialty chemicals used in a variety roofing products. These often cause raw material delivery slowdowns. In some cases, manufacturers need to find alternative raw material sources, resulting in stoppages in material and product manufacturing, which only further exacerbates the supply situation. These interruptions in raw material supply also likely have a notable effect on roofing material and product pricing.

The roofing industry, similar to other industries, continues to feel the effects of shortages of, delays in and high pricing for transporting roofing materials and products from roofing manufacturers to suppliers and distributors, roofing contractors' warehouses and job sites. This situation likely will only become more acute and continue indefinitely.

Based on NRCA's discussions with key players in all segments of the U.S. roofing industry and its affiliates and partners worldwide, NRCA expects the current situation of roofing material and product shortages, long lead times and significant price volatility to continue through 2022.

Roofing material and product shortages, long lead times and significant price volatility will continue through 2022

NRCA'S RECOMMENDATIONS

NRCA remains committed to keeping its members informed of further developments.

NRCA features a supply chain shortage information section on its website, nrca.net. This section provides up-to-date news about additional developments and what you can expect to see in the coming months, suggested contract language addressing unforeseen price increases and access to recordings of NRCA's supply chain webinar with industry leaders and a live action alert describing the change. This can be accessed directly at www.nrca.net/resources/supply-chain-shortage.

NRCA encourages you to share this information with your building owner clients, as well as building managers, general contractors and construction managers involved in roof purchasing decisions.

NRCA encourages building owners to plan their roofing work well in advance and recognize long roofing material and product delivery lead times may affect the start and completion of roofing work. Also, provisions in contracts with roofing contractors for roofing work are needed to address unforeseen, changing roofing material and product pricing.

NRCA would welcome hearing your specific experiences and you can direct any questions to NRCA's Technical Services Section at (847) 299-9070, Option 4, or at nrcatechnical@nrca.net.





Brad Beldon <brad.beldon@beldon.com>

DaVinci Price Increase - October 2021

1 message

DaVinci Roofscapes <salessupport@davinciroofscapes.com>

Thu, Sep 23, 2021 at 12:03 PM

Reply-To: salessupport@davinciroofscapes.com

To: brad.beldon@beldon.com

*9/8/21 DaVinci announced updates to the pricing program effective 10/4/21. *

September 23, 2021

Dear Valued Customer:

We are announcing updates to the DaVinci pricing program, effective October 4, 2021.

Rising raw material costs and increased shipping fees have combined to necessitate a price increase. We believe the 2021 pricing continues to provide the most customer-friendly pricing program in our industry.

DaVinci will increase Distributor Pricing 8% across all products.

This is effective with all new purchase orders received as of October 4, 2021. This pricing replaces all previous pricing and special programs.

Our Customer Service Team continues to work remotely. You can reach us at 800-328-4624 and phones will be answered from 8:00 a.m. – 5:00 p.m. (CDT) Monday-Friday. Calls received outside of business hours will be returned as soon as possible the next business day.

Finally, we want to thank you, our loyal customer, for trusting us with your business!

Download the announcement by clicking the text below

[Announcement](#)

Mark Pagel

General Manager



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DaVinci Roofscapes
[13890 W 101st St](#)
Lenexa, KS 66215

MEMORANDUM

DATE: September 27, 2021
TO: Valued Berridge Customers
FROM: J. Grant Gillum, EVP
RE: Berridge Material Pricing
CC: BMC Sales, Regional Manager and Sales Representatives

We want to thank you for your continued loyalty and patience while we are working through the many challenges our industry has faced over the last year. We remain focused on providing our customers with the highest quality products at the lowest cost and on improving our lead times by working through our backlog of orders as quickly as possible. Since our last pricing announcement in July, we have continued to see significant increases in steel, paint, film, transportation, labor and other input costs.

As a result of continued rising cost pressure, we are announcing a price increase on all products effective October 4th, 2021. We will be implementing a 14 percent increase on painted steel coil and flat sheet products and a 7 percent increase on all factory formed products and accessories. To have your order processed at current pricing, the firm order must be acknowledged by Berridge Manufacturing Company and the signed order confirmation must be received by Berridge Manufacturing Company by end of business on Friday, October 1st, 2021. Because of high demand and supply constraints, quantities may be limited to historical purchase quantities.

We cannot hold produced orders confirmed at current prices for shipment at a later date. Orders must be shipped when ready or the orders will be invoiced at the price in effect on the date of shipment. Aluminum products will be quoted per inquiry and Acrylic Coated Galvalume coil and flat sheet pricing will be provided for the month prior to the close of the preceding month.

We are working on new price sheets and will provide them as soon as they become available. In the meantime, please make adjustments to your project quotes to accommodate the increased costs.

Your business is very important to Berridge Manufacturing Company. On behalf of the entire Berridge team, thank you for your business.



September 27, 2021

To: Manufacturers' Representatives, Distributors and Authorized Applicators - US

Re: Metal Flat Sheets Price Increase – Effective October 18, 2021

The metals industry continues to experience booming demand and constrained supply. As a result, there is a shortage of material throughout the supply chain and prices continue to rise.

Currently, raw steel and aluminum ingot are trading at record high prices. Demand is high on a global scale and availability is tight across the market. In addition, the cost of PVDF resin, the resin used in our paint finish, has increased dramatically due to the demand for lithium batteries in electric vehicles. Elsewhere, a coup in Guinea has driven up aluminum pricing to unprecedented levels. Guinea is one of the world's largest suppliers of bauxite, a main ingredient in aluminum coil. Consolidation at the mill level has put our suppliers in a position to have tighter control over production than in the past. The result is a market unlike anything we have experienced.

Due to current market conditions, effective October 18, 2021, Carlisle SynTec Systems will be raising metal pricing as follows:

Product	Increase
Steel Flat Sheets	7-10%
Aluminum Flat Sheets	7-10%

All products will be invoiced at price in effect at the time of shipment.

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

Sincerely,

Frank Palmer
National Sales Director, Carlisle SynTec Systems



September 30th, 2020

To: Atlas Polyiso Roof and Wall Insulation Customers

Subject: ACfoam and EnergyShield Polyiso Price Increase Notice – USA, Canada, Mexico

While it is our priority to manage costs effectively, and minimize any price increase to our customers, we find it necessary to raise prices due to a significant cost increase with raw materials used to make Atlas polyiso insulation products.

Effective with all shipments on November 2nd, 2020, Atlas will increase price 5-7% on all roof and wall insulation products.

Atlas will honor all existing project quotes throughout the remainder of 2020.

We appreciate you purchasing Atlas polyiso products.

Thank you,

Steve Heaton
Vice President
Atlas Roofing Corporation



**Firestone Building
Products Company, LLC**
200 4th Avenue South
Nashville, TN 37201

October 1, 2021

To: Firestone North America Valued Customers
RE: 2021 Update & Announcements

The global supply chain conditions continue to negatively impact costs of everyone involved in the commercial construction industry. These unforeseen events have been overwhelming, and unfortunately, they continue to escalate for the entire roofing industry.

Pressure on availability and cost are at historically high levels, and Firestone Building Products is continuing to see significant impacts to our business. As a result, we are making additional price adjustments.

Open and new orders with ship dates on or **after October 15, 2021**, will be price-adjusted to the newly published Firestone price lists based on the increases below:

Product	Increase
EPDM Membrane	Up to 15%
TPO Membrane	Up to 15%
PVC Membrane	Up to 15%
Asphalt	8%
ISO	Up to 12%
Membrane Plates, Battens & Augers	40%
Jet Bond/Twin Jet	25%
Other Single Ply Accessories	Up to 12%
Metal (Roll formed, Sheet and coil)	12%



**Firestone Building
Products Company, LLC**
200 4th Avenue South
Nashville, TN 37201

Effective immediately, Firestone **will remove** the following vendor surcharges to current and future orders:

Product	Decrease
ISO Spray 15 Gallon	\$150/ Keg
ISO Spray 50 Gallon	\$400/ Drum

Beginning January 1, 2022, all open orders will have price increases applied in addition to the increases effective on October 15, 2021, per the schedule below. All pricing will be provided by your Firestone Sales Representative or Account Manager in the coming days.

Product	Increase
EPDM	10%
TPO	10%
PVC	10%
ISO	10%

The continued volatility of raw material supply and costs makes it challenging to predict future market conditions despite our best efforts. As a result, pricing will not be confirmed until 30 days prior to ship dates. Any announced vendor surcharges within that 30 days may be repriced based on the terms of the vendor announcement.

If you have any questions regarding how this price adjustment will affect you, contact your local Firestone Sales Representative or Regional Business Manager. We are here to serve you.

Thank you for your continued support of Firestone Building Products.

Sincerely,
Jeffrey Boecker
Pricing Director, Firestone Building Products



Brad Beldon <brad.beldon@beldon.com>

GenFlex Price Announcement

1 message

Firestone Building Products <marketing@firestonebp.com>
Reply-To: marketing@firestonebp.com
To: brad.beldon@beldon.com

Fri, Oct 1, 2021 at 11:01 AM



Price Announcement

Dear GenFlex Customers,

The global supply chain conditions continue to negatively impact costs of everyone involved in the commercial construction industry. These unforeseen events have been overwhelming, and unfortunately, they continue to escalate for the entire roofing industry.

Pressure on availability and cost are at historically high levels, and Firestone Building Products is continuing to see significant impacts to our business. As a result, we are making additional price adjustments.

Open and new orders with ship dates **on or after October 15, 2021**, will be price-adjusted to the newly published Firestone Building Products price lists based on the increases below:

Product	Increase
EPDM Membrane	Up to 15%
TPO Membrane	Up to 15%
ISO	Up to 12%
Membrane Plates, Battens & Augers	40%
Quick Jet / Quick Dual	25%
Other Single Ply Accessories	Up to 12%

Beginning January 1, 2022, all open orders will have price increases applied in addition to the increases effective on October 15, 2021, per the schedule below. All pricing will be provided by your GenFlex Sales Representative or Account Manager in the coming days.

Product	Increase
EPDM	10%
TPO	10%
ISO	10%

The continued volatility of raw material supply and costs makes it challenging to predict future market conditions despite our best efforts. As a result, pricing will not be confirmed until 30 days prior to ship dates. Any announced vendor surcharges within that 30 days may be repriced based on the terms of the vendor announcement.

If you have any questions regarding how this price adjustment will impact you, please contact your Regional Business Manager or your local [GenFlex Sales Representative](#). We are here to serve you.

We thank you for your continued support of Firestone Building Products..

Sincerely,



Jeff Boecker
Pricing Director
Firestone Building Products

FIRESTONE BUILDING PRODUCTS GENFLEX.COM
200 4TH AVENUE SOUTH 1-800-443-4272
NASHVILLE, TN 37203
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200 4th Avenue South
Nashville, TN | 37201 US

This email was sent to brad.beldon@beldon.com.
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**DURAFLEX
MINERAL BOARD
SCREWS**

SCREW LENGTH	QUANTITY PER BOX	LEADTIME FOR ORDER	APPROX WEIGHT PER BOX	PRICE PER/1000	PRICE PER BOX
1-3/4"	2,500	8 weeks		\$75.10	\$187.75
2-3/4"	1,500	8 weeks		\$115.00	\$172.50
3-1/2"	1,500	8 weeks		\$170.50	\$255.75
4"	1,000	8 weeks		\$233.50	\$233.50
5"	1,000	8 weeks		\$286.50	\$286.50
6"	1,000	8 weeks		\$398.50	\$398.50
7"	500	8 weeks		\$483.00	\$241.50
8"	500	8 weeks		\$542.50	\$271.25

NOTES:

1. Screw fasteners listed are applicable through 18 gauge steel sections.
2. For screw fasteners required to drill 16, 14 and 12 gauge steel sections, contact Loadmaster Supply for fastener selection and pricing.
3. Screws are shipped by common carrier, but faster modes of transportation can be arranged. All freight charges resulting from expedited methods of transportation will be charged to the Erector. Requests for alternative transportation must be submitted in writing.
4. All orders for screws MUST be placed through Loadmaster Supply.
5. Screws are sold in full pail quantities ONLY.
6. See last pages of this section for Terms and Conditions of Sale.

**COMPRESSION DISCS &
ROOF DECK PLATES**

COMPRESSION DISCS				
QUANTITY PER BOX	LEAD-TIME FOR ORDER	APPROX WEIGHT PER BOX	PRICE PER/1000	PRICE PER BOX
2,500	4 weeks	21 lbs	\$80.00	\$200.00

ROOF DECK PLATES (3"x3" metal galvanized finish)				
QUANTITY PER BOX	LEAD-TIME FOR ORDER	APPROX WEIGHT PER BOX	PRICE PER/1000	PRICE PER BOX
500	4 weeks	68 lbs	\$161.00	\$80.50

NOTES:

1. Compression discs and roof deck plates are shipped by common carrier, but faster modes of transportation can be arranged. Freight costs resulting from expedited methods of transportation will be charged to the Erector. Requests for alternative transportation must be submitted in writing.
2. All orders for compression discs and roof deck plates MUST be placed through Loadmaster Supply.
3. Discs and plates are sold in full box quantities ONLY.
6. See last pages of this section for Terms and Conditions of Sale.

LOADMASTER ESTIMATING & INSTALLATION MANUAL

Page: PR-Screws-3

Effective: 10/1/2021

DIAPHRAGM STITCH SCREWS & JOIST SCREWS

DIAPHRAGM STITCH SCREWS						
SCREW SIZE	DESCRIPTION	QUANTITY PER BOX	LEADTIME FOR ORDER	APPROX LBS PER BOX	PRICE PER/1000	PRICE PER BOX
12-14 x 3/4"	DIAPHRAGM S/S	5,000	4 weeks	40 lbs	\$76.00	\$ 380.00

JOIST SCREWS						
SCREW SIZE	DESCRIPTION	QUANTITY PER BOX	LEADTIME FOR ORDER	APPROX LBS PER BOX	PRICE PER/1000	PRICE PER BOX
12-14 x 3/4"	HWH SD 3	5,000	4 weeks	40 lbs	\$76.00	\$ 380.00
12-24 x 7/8"	HWH SD 4	2,500	6 weeks	25.5 lbs	\$ 127.00	\$ 317.50
12-24 x 1-1/4"	HWH SD 5	2,500	6 weeks	32.5 lbs	\$197.50	\$ 493.75

NOTES:

MAX. TOP CHORD THICKNESS OF JOIST	SCREW REQUIRED
1/8"	HWH SD 3
1/4"	HWH SD 4
3/8"	HWH SD 5

1. Screws are shipped by common carrier, but faster modes of transportation can be arranged. Freight costs resulting from expedited methods of transportation will be charged to the Erector. Requests for alternative transportation must be submitted in writing.
2. All orders for screws MUST be placed through Loadmaster Supply.
3. Screws are sold in full box quantities ONLY.
4. See last pages of this section for Terms and Conditions of Sale.

CONFIDENTIAL INFORMATION

**HIGH PERFORMANCE
JOINT TAPE**

"HP" - Hot Asphalt Work ONLY			
ROLL DIMENSIONS	ROLLS PER CASE	COVERAGE PER CASE	PRICE PER CASE
2-1/2" x 720 LF	5	108 squares	\$274.00

"HP II" - All Other Systems			
ROLL DIMENSIONS	ROLLS PER CASE	COVERAGE PER CASE	PRICE PER CASE
2-1/2" x 720 LF	4	87 squares	\$225.00

NOTES:

1. Winter Installation: Adhesives on joint tape and other self-adhering products are temperature sensitive. When surface temperature falls below 40 degrees F, a reduction in adhesion will be experienced.
2. Joint Tape is shipped by common carrier, but faster modes of transportation can be arranged. Freight charges resulting from expedited methods of transportation will be charged to the Erector. Requests for alternative transportation must be submitted in writing.
3. All orders for joint tape MUST be placed through Loadmaster Supply.
4. Joint Tape is sold in full case quantities ONLY.
5. Please specify "HP" or "HP II" grade on purchase orders. If the grade is not specified, "HP II" grade will be shipped.
6. See last pages of this section for Terms and Conditions of Sale.

EXTERNAL COMMUNICATION



To: **All USA / MEXICO ROCKWOOL Building Insulation Customers**
Date: Oct 1, 2020
From: Brian LeVoguer, Vice President Building Insulation

Re: **ROCKWOOL PRICE INCREASE ANNOUNCEMENT- USA/MEXICO: EFFECTIVE JANUARY 1, 2021**

Please be advised that ROCKWOOL will be raising its prices to customers in the US and Mexico on the following brands and products:

AFB®	+4%
CAVITYROCK®, CAVITYROCK® Black	+4%
COMFORTBATT® WOOD STUD R15, 23, 30	+7% Zone 6 and 7
COMFORTBATT® WOOD STUD R15, 23, 30	+5% All Other Zones
COMFORTBATT® STEEL STUD R10, 15, 24	+4%
COMFORTBOARD™ 80, COMFORTBOARD™ 110	+4%
CURTAINROCK®	+4%
ROCKBOARD®	+4%
ROCKWOOL® PLUS MB	+4%
SAFE™	+4%
SAFE 'N' SOUND®, SAFE 'N' SOUND® FLOOR	+4%
TOPROCK®	+4%

The above increase will apply to all orders shipped on or after January 1st, 2021 regardless of the date of order placement. New discounts will be provided by your ROCKWOOL representative soon.

If you have any questions regarding this announcement, please contact your ROCKWOOL sales representative or the undersigned.

We thank you for your continued loyalty to ROCKWOOL.

Yours truly,

A handwritten signature in blue ink, appearing to read 'Brian LeVoguer', is positioned above the printed name.

Brian LeVoguer
VICE PRESIDENT / BUILDING INSULATION | ROCKWOOL

MEMO



BUILDING TRUST



TO Sika Sarnafil Authorized Applicators
CC
FROM Sika Sarnafil
PAGES 1
DATE 10/01/21

Subject: Pricing Update – October 2021

Dear Valued Customer:

Raw material and product supply and their related costs continue to be volatile and unpredictable for us all in the roofing industry. Our top priority has been to supply as many of your projects as possible and to keep the lines of communication open to better assist you in passing along all related updates to your customers.

Surcharge Effective 10/11/2021

Recently, we received another round of unexpected cost increases from various raw material and vendor suppliers that were effective immediately and given without warning. Based on these increases, Sika Sarnafil will be instituting, what we hope to be, a temporary additional 5% surcharge (for a total of 10%) on all shipments of roofing membrane and accessories shipping on or after October 11, 2021. These surcharges exclude hard boards, insulation, and warranty fees. This 10% total surcharge will continue until further notice. The surcharge will show up as a line item on your invoices as done for the previous 5%.

Price increase 1/1/2022

Because of the ongoing cost volatility of raw materials and accessory products, the following product price increases will be implemented on all shipments beginning January 1, 2022. This increase is in addition to the surcharge mentioned above and based on our Version 2, 2021 pricing.

Table with 2 columns: Product Category and 2022 Price Increase. Rows include: All Sarnafil and Sikaplan Membranes (10%), All Feltbacked Membranes (15%), All non-board Accessories (15%), Non-urethane Adhesives, Sealants (15%), Fasteners (15%), Metal Insulation/Seam Plates (25%), Edge Metal, Clad Metal, Termination Bars (20%), Urethane Adhesives (15%).

We understand that these surcharges and product price increases have come with little notice, our hope is to be able to provide as much advanced notice as possible moving forward. We intend to issue our 2022 Price List mid- October to provide you with guidance on how best to bid your 2022 work. If there is anything we can do as your partner to support that effort, please let us know. We thank you for your continued understanding and partnership during these challenging times. Our Team, like yours are working harder than ever trying to navigate through these very challenging times. We will get through it together!



Brad Beldon <brad.beldon@beldon.com>

Price Increase Effective October 1, 2021

1 message

Tropical Roofing <marketing@gotropical.com>
Reply-To: Tropical Roofing <marketing@gotropical.com>
To: brad.beldon@beldon.com

Thu, Sep 16, 2021 at 3:31 PM

[View this email in your browser](#)



To Our Valued Customers

Price Increase Announcement, Effective October 1st, 2021



www.TropicalRoofingProducts.com

Built On The Principles Of Quality & Integrity

September 16th, 2021

To: Tropical's Valued Customers

From: Michael King, VP of Sales

Re: **Price Increase Effective October 1st, 2021**

Dear Valued Customer:

The roofing industry continues to experience rapidly escalating costs for raw materials and transportation due to force majeure from raw material suppliers, disruption to supply chains, weather events, government mandated shutdowns and freight shortages.

As a result **of these continued historic cost increases, we cannot continue to maintain current pricing levels** and we must implement the following **price increases for orders shipped on or after October 1st, 2021**, regardless of order entry date.

Product Line	Increase
Silicones	15-25%
Acrylics	4-7%
Foam	15-25%
Asphalts (non-emulsion)	4-7%
Emulsion (bulk)	4-7%

Should you have any comments or questions please do not hesitate to contact your Tropical representative. We thank you for understanding and we are grateful for your business.

Sincerely,
Michael King
VP of Sales

<p>FLORIDA 1904 SW 31ST AVE HALLANDALE, FL 33009 800.432.2855</p>	<p>CALIFORNIA 14435 MACAW STREET LA MIRADA, CA 90638 877.827.2622</p>	<p>TEXAS 1225 BRAI DRIVE PORT ARTHUR, TX 77640 866.727.0091</p>
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Tropical Roofing Products
1904 S.W. 31st Avenue
Hallandale, FL 33009

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October 4, 2021

To: Manufacturers' Representatives, Distributors & Authorized Applicators - US

Re: Carlisle SynTec Systems' Cancellation Policy – Effective October 20, 2021

Due to ongoing supply chain challenges and market disruptions, Carlisle has experienced an unusually high rate of orders since early Spring. The number of orders received continues to significantly exceed actual market demand. As a result, lead times have increased to undesirable levels, making it challenging for Carlisle to provide materials and service consistent with our historic standard.

In order to ensure our plants run as efficiently as possible and can support customer demand, Carlisle will be instituting an order 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 Membrane & Accessories	\$5,000
Truckload of Polyiso	\$2,500
LTL Order \$10,000 or Over	\$2,500
LTL Order \$9,999 or Under	\$1,000

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 Carlisle products they need when they need them.

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

Sincerely,

Frank Palmer
National Sales Director, Carlisle SynTec Systems



SOLUTIONS. DELIVERED.®

October 11, 2021

Subject: Atlas Molded Product Supply Chain Update

Dear Valued Atlas Molded Products Customer,

Consistent with our goal of providing timely communication in the face of Supply Chain shortages, we'd like to provide an update on the current situation. Lingering effects from supply chain events in early 2021, recent raw material shortages, in particular Styrene Monomer (SM) and Benzoyl Peroxide (BPO) availability, and logistical challenges continue to significantly impede our ability to provide expected service levels.

To effectively address our raw material constraints, we are working closely with our key suppliers to establish real time allocation protocols. Our goal is to maximize supply and provide transparency to our valued customers in order for you to plan accordingly.

Your Atlas Molded Product Sales Representative will work closely with you to understand the priorities of your individual orders and projects to ensure our team is focusing on your most important needs. It is likely that we will be unable to service all your immediate orders, in those cases we will communicate clearly and transparently. We highly recommend caution when commencing new projects until your Sales Representative confirms quantity and timing of your orders, as extended lead times and allocation are anticipated to persist throughout the remainder of 2021.

We understand the challenge the Supply Chain condition presents to the effective management of your business and appreciate your continued partnership as we work together to mitigate the long-term impacts. We will provide periodic Supply Chain updates as we move forward.

Please continue to reach out to your Sales Representative or Customer Operations Specialist with questions and concerns.

Sincerely,

Todd Huempfer
Senior Director of Regional Sales – North
Atlas Molded Products

John Glover
Senior Director of Regional Sales - South
Atlas Molded Products



We protect what matters most™

October 13, 2021

“Not to Exceed” Pricing Guidelines for GAF Commercial Roofing Products

Dear Friends,

The purpose of this bulletin is to outline GAF’s current and near-term future pricing guidelines for Commercial Roofing products. Our team is fully cognizant of how difficult and frustrating it is to feel insecure with regard to job pricing. GAF’s loyal contractor customers are looking ahead to solidify their 2022 contracts and it behooves us to give them solid guidance that can be relied upon.

Due to the ongoing backlogs and extended lead times well into Q2/22 (in some cases), we are reluctant to issue job quotes for projects that cannot be delivered within the expiration time frame. As such, I am writing again to clarify where we have been and where we are prepared to go with our job quotes.

1. All registered job quotes with GAF will be honored if shipped before the expiration date. If delivery is expected to take place after the original expiration date, please contact us for an updated quote, or use the guidelines outlined below.
2. **We are instituting a “Not to Exceed” Increase Guideline for orders shipping in Q1 and Q2 of 2022.**

Product	Increase NOT TO EXCEED:	
	Q1	Q2
Single-Ply Membranes	+10%	+7%
Polyiso Insulation	+10%	+3%
Asphaltic Products	+10%	+3%
All other Products and Accessories, INCLUDING FASTENERS	30 DAY PRICING **	

** The current price/cost environment for several ancillary products has forced us to move to 30 day pricing validity only. Please contact your rep for job pricing.

3. **Effective immediately, GAF will ALSO provide “not to exceed” price guidance for shipments after June 30, 2022 on a job to job basis. Please register your jobs with us through our quote system.**

PCD5721



We
protect
what
matters
most™

We all recognize that the rate of inflation we've experienced this year has been both unpredictable and unyielding. None of us could have possibly seen it coming. Unfortunately, we do not have a crystal ball into the future either. In the absence of raw material cost certainty, GAF is forced to make educated guesses and pass them along to the marketplace. I hope that these guidelines will provide some relief to the uncertainty.

Please never hesitate to contact me or your GAF sales person with your questions. Thank you, as always, for your support of GAF.

With my best,

A handwritten signature in black ink, appearing to read "Alma", with a long, sweeping horizontal line extending to the right.

Alma Garnett
Sr. Vice President, Sales
Commercial Roofing Systems

FIRESTONE BUILDING PRODUCTS

ANNOUNCEMENT



Important Changes for 2022

Dear Firestone Customers,

Even in tough times, Firestone Building Products is continually looking for ways to best serve our customers. As we plan ahead for 2022, we are preparing to face continued raw material shortages, supply chain constraints, and high demand in this volatile market.

We understand how important it is to provide predictable delivery dates to you and to our customers, so we are taking proactive measures to manage our order book for the coming year.

Order Optimization

To dedicate the appropriate resources and manage these changes effectively, we are taking the following actions:

- Firestone is moving to a managed availability order fulfillment model for 2022, effective [January 1, 2022](#). Only customers that are currently in good standing will be eligible to receive supply in the managed availability plan.
- Your [Firestone Sales Representative](#) will work with you to understand your project timelines and provide a more accurate view of the approximate delivery window.
- Firestone will no longer provide order acknowledgement forms for new orders. You may continue to place new orders with your Firestone Sales Representative; however, all new orders will be placed in our order queue.
- Firestone will provide an expected delivery date on orders 30-60 days prior to order shipment.
- We cannot confirm 2022 delivery dates at this time, even if your order is already in our system. All orders will remain in the order queue. This allows us to take proactive measures to manage our order book so we can provide predictable and accurate delivery dates in the coming year.
- Orders with a 2021 delivery date are not affected and will continue to be shipped via our current fulfillment process.

Please continue to send your orders to your Firestone Sales Representative who will guide you through the order and delivery date confirmation.

Cancellation Policy, effective [January 1, 2022](#)

We've seen in an increasingly high rate of orders as supply chain issues and market disruptions continue. This has led to overloading our manufacturing facilities and has created additional challenges in providing accurate delivery times for our materials.

So that we can better align customer demand with our manufacturing capacity, we are instituting an order cancellation policy. Effective [January 1, 2022](#), orders cancelled less than three weeks prior to the scheduled shipment date will incur the following charges:

Order	Charge
Truckload of membrane and accessories	\$5,000
Truckload of polyiso	\$2,500
LTL order \$10,000 or over	\$2,500
LTL order \$9,999 or under	\$1,000

During the three-week window, changes may not be made to ship dates, items, or quantities.

Our goal is to ensure your orders arrive in a specified timeframe and meet your needs. We appreciate your partnership in helping us align market demand with our ability to manufacture and deliver our products to you.

If you have questions about how these changes will affect you, please contact your [Firestone Sales Representative](#). Thank you for your continued support of Firestone Building Products.

Sincerely,

Jacob Speight

Vice President of Sales, Americas

Planning ahead for 2022

1 message

Firestone Building Products Marketing Communications <marketing@firestonebp.com> Thu, Oct 14, 2021 at 1:30 PM
Reply-To: marketing@firestonebp.com
To: brad.beldon@beldon.com



Important Changes for 2022

Dear GenFlex Customers,

Even in tough times, Firestone Building Products is continually looking for ways to best serve our customers. As we plan ahead for 2022, we are preparing to face continued raw material shortages, supply chain constraints, and high demand in this volatile market.

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- Your [GenFlex Sales Representative](#) will work with you to understand your project timelines and provide a more accurate view of the approximate delivery window.
- We will no longer provide order acknowledgement forms for new orders. You may continue to place new orders with your GenFlex Sales Representative; however, all new orders will be placed in our order queue.
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- We cannot confirm 2022 delivery dates at this time, even if your order is already in our system. All orders will remain in the order queue. This allows us to take proactive measures to manage our order book so we can provide predictable and accurate delivery dates in the coming year.
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Please continue to send your orders to your GenFlex Sales Representative who will guide you through the order and delivery date confirmation.

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LTL order \$9,999 or under	\$1,000

During the three-week window, changes may not be made to ship dates, items, or quantities.

Our goal is to ensure your orders arrive in a specified timeframe and meet your needs. We appreciate your partnership in helping us align market demand with our ability to manufacture and deliver our products to you.

If you have questions about how these changes will affect you, please contact your [GenFlex Sales Representative](#). Thank you for your continued support of GenFlex and Firestone Building Products.

Sincerely,
Jacob Speight
Vice President of Sales, Americas

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October 15, 2021

GAF Commercial Roofing: Order Entry Pause for GAF TPO Membranes & Accessories, Fasteners and Polyiso

Dear Friends,

GAF's Customer Service Teams are currently managing an order back-log that represents over 165% of the prior year's activity. Delivery dates for TPO and Polyiso are stretching out beyond six months with little sign of lessening demand in sight. It pains us all that our service of your business is suffering due raw material shortages that are beyond GAF's control.

In order to get a handle on our production planning and capacity management, it has become necessary to pause New Order Entry for standard TPO Membranes & accessories, all Drill-Tec Fasteners and Plates, and all EnergyGuard ISO products for a period of 25 working days, effective today.

New orders for Asphaltic products, Coatings, Adhesives, cover boards and other products that may be readily available to ship from inventory **WILL BE ACCEPTED. We ask that these orders are placed ON SEPARATE PURCHASE ORDERS THAT DO NOT ALSO CONTAIN TPO, ISO or FASTENERS.**

During this PAUSE, the team will be working diligently to manage existing Sales Orders with the goal of providing more clarity to our customers on delivery dates in the future.

Please understand that we are initiating this short-term pause for the betterment of your GAF Commercial Roofing experience. Customer Care will begin accepting new orders for TPO Membranes, Polyiso, and Fasteners on FRIDAY, November 19, 2021 at 8:00 AM EST.

Thank you for your understanding and patience.

With my very best regards,

Alma Garnett
Sr. Vice President, Sales
Commercial Roofing Systems

PCD6321



TECHNICAL BULLETIN

**TO: FIRESTONE CONTRACTORS
FIRESTONE DISTRIBUTORS
FIRESTONE SALES REPRESENTATIVES**

OCTOBER 2021

RE: TEMPORARY PRODUCT SUBSTITUTIONS

While the roofing and waterproofing industries continue to be challenged by global supply constraints, Firestone is committed to working with you to complete projects and satisfy customer expectations. This bulletin outlines the product substitutions Firestone will approve in the U.S., Canada, and Latin America on an individual project basis while raw material shortages continue.

For a project with a product substitution to receive a Red Shield™ Warranty, an approved Technical Deviation must be applied to the Pre-Installation Notice (PIN). PINs should be submitted at least two weeks prior to project start. Please contact your Firestone Sales Representative or Regional Technical Coordinator for assistance submitting Technical Deviation Requests. Always provide the manufacturer's Technical Information Sheet with substitution requests, as well as any other pertinent information, to help expedite approvals. Pull-out values for proposed fastener substitutions may be required depending on project specifics.

FASTENER SUBSTITUTIONS

Any FM 4470 approved roofing fastener is acceptable for use in a Firestone-warranted system provided the fastener is of an equivalent gauge, is provided by a major manufacturer of roofing fasteners (or supplied by a major roofing manufacturer under third party agreement), is listed in RoofNav, and displays the FM diamond logo on the product label or data sheet:

- A #12 fastener with an appropriate insulation plate is an acceptable substitute for a Firestone Pre-Assembled #12 and Plate, or a Firestone AccuTrac™ Fastener with AccuTrac Plate.
- A #14 fastener is an acceptable substitute for a Firestone All-Purpose (AP) Fastener. An appropriate insulation plate or seam plate is required (see below for restrictions on membrane attachment with APs).
- A #15 fastener is an acceptable substitute for a Firestone Heavy Duty (HD) fastener. An appropriate insulation plate or seam plate is required.
- Where equivalent, GenFlex fasteners and plates are acceptable substitutes for Firestone fasteners and plates.
- Other FM approved fastening systems may be acceptable substitutes for Firestone battens and RMA attachments as appropriate.
- Field-tested pull-out values may be required for all fastener substitutions.



EXPANDED POLYSTYRENE OR EXTRUDED POLYSTYRENE (E/XPS)

Use of E/XPS in projects that will receive a Firestone Red Shield Warranty is permitted when Firestone Polyiso products are not available, subject to the following restrictions:

- A thermal barrier required between E/XPS and steel decks.
- E/XPS must have a minimum thickness of 2.0".
- E/XPS must have a compressive strength of 25 PSI when it is directly beneath the membrane.
- An acceptable cover board is recommended over E/XPS, and *required*:
 - For all Adhered and InvisiWeld™ applications.¹
 - When a dark colored membrane is installed over E/XPS.
 - When E/XPS is used in Firestone PVC and PVC KEE systems.
- Fanfold insulation is not acceptable in warranted Firestone roofing systems.

NOTES:

- Deviations are subject to the Terms, Conditions, and Limitations of the Firestone warranty.
- The maximum Red Shield Warranty term for projects incorporating product substitutions of any kind is 20 years.
- The maximum warranted wind speed for projects incorporating fastener substitutions is 72 MPH.
- Enhancements to insulation pre-securement are not required unless an air or vapor barrier is used, or a tested assembly calls for an increase. See tested assembly or FM Approvals Loss Prevention Data Sheet 1-29, section 2.2.10, Table 6.
- Performance validation may not be available when non-Firestone products are used. When performance validation is required by Specification, by building code, or for insurance purposes, product substitutions will not be accepted for warranted projects.
- Buildings with large openings and partially enclosed or open buildings may require system enhancements.
- Buildings in high wind, coastal, and special wind zones are not eligible for product substitutions.

¹ At this time, E/XPS with factory-applied fiberglass facers require a cover board for Adhered and InvisiWeld applications.



Please also be aware of the following:

Firestone Pre-Assembled #12 fasteners and insulation plates and AccuTrac AP Fasteners with AccuTrac Plates are approved for insulation attachment in Mechanically Attached and Adhered systems up to a 20 Year Red Shield Warranty. *No deviation is required.* A Technical Deviation is required when using an equivalent #12 fastener and plate as described above.

Firestone AP Fasteners with appropriate plates are approved for insulation and membrane attachment into wood decks in conventional Mechanically Attached Systems (MAS) and Adhered systems up to a 30 Year Red Shield Warranty. *No deviation is required.* A Technical Deviation is required when using an equivalent #14 fastener and plate as described above. Note: *Firestone APs and equivalent #14 fasteners are **never** acceptable for InvisiWeld applications regardless of deck type or warranty term.*

Firestone AP Fasteners (and equivalent #14s) are not acceptable for membrane attachment into steel decks, either in conventional MAS or InvisiWeld applications.

The substitutions outlined above are the most frequently requested amid current supply constraints. Firestone remains open to other substitutions on a case-by-case basis. Requests should be submitted via the Technical Deviation Request Form. Firestone will assess the need for continued substitution approvals in March 2022.

Please contact your Firestone Regional Technical Coordinator at 800-428-4511 with requests for additional information.

Sincerely,

Charles Allen
National Technical Manager
Thermoplastic Systems

Michelle Benatti McNerlin
National Technical Manager
EPDM, Insulation, and Asphalt Systems