

Carlisle Coatings & Waterproofing, Inc.

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March 23, 2011

To: All Carlisle Coatings & Waterproofing Customers

From: Ross Vinson, Purchasing Manager

Re: CCW Deck Coating Availability

Dear Valued CCW Customers:

In addition to the pricing pressures that we have all been faced with, from the petrochemical market, product availability and "allocations" are also being experienced by all manufactures who rely on many of this industry's related derivatives. Fortunately, most of the supply issues have been transparent to you, the customer, as CCW has been able to secure second sources or use alternative chemistry to continue supplying you with quality products that meet or exceed all published performance criteria.

Unfortunately, however, all manufacturers of a key raw material used in the production of our urethane deck coating products has been on sales control for several months, due to a shortage on the feed stock chemical used to produce it. The sales control is based on a percentage of our prior year purchases at a percentage less than 100%. Please note that this allocation is a global issue, as we have exhausted all of the vast resources at Carlisle Companies' disposal in attempting to find additional supply; albeit with no success. Further, this global supply shortage is currently forecast to be a long term issue.

While we have evaluated alternate chemistry, at this time we are not satisfied with the quality of the resulting product. That said, we are continuing to work with our supply partners to find an adequate solution to this issue.

As such, we have determined that our monthly allocation is not sufficient enough to cover our current and future demand. As a result, at this time and for the foreseeable future Carlisle Coatings and Waterproofing will not be able to accept any additional orders for our deck coating products as we are currently in a sold out position. As volatile as the chemical market is today, this allocation could change at any time. Therefore, once we are in a position to procure a sufficient supply of this raw material, or an acceptable alternative, we will issue a notification stating that we can resume accepting orders. Please note that we will manufacture and ship any order that was placed prior to March 22, 2011, but lead times may vary.

All of us at Carlisle Coatings & Waterproofing sincerely regret the position that this issue has put our partners in. Please be assured that we will be working diligently, but prudently, to rectify it as soon as possible. If you have any questions about a current open order, we would encourage you to contact your CCW Customer Service Representative.

Sincerely,

Ross Vinson
Purchasing Manager
Carlisle Coatings & Waterproofing Incorporated

