

Construction Bulletin

To: Contractors Salesforce
Sika Distributors

BULLETIN # 10111

From: Jim Walther

Date: January 6, 2011

Subject: 2010 Summary & 2011 Pricing

Dear Valued Customer,

I wanted to begin by thanking all of you, our valued partners for your continued support working together with us to achieve success in 2010. We at Sika experienced growth in 2010 compared to 2009 driven by sales team stability, project/specification selling, strengthening our key partnerships, and successful introduction of new products help drive our success.

For 2011 we have done our best to minimize our price increases. Price lists will be coming out in the next week and will be effective February 1. To give you a guideline of where pricing are going below is a general outline:

Sealants (One Component) – 1.5% Increase	Sealants (Two Component) – Price Held
Grouts (300 PT) – Price Held	Grouts (Other) – 2% to 3% Increase
Repair Mortars – 3% Increase	Epoxy Resins – 3% Increase
Park Deck Coatings – Price Held	

Our purchasing people are working very hard to control costs on our feedstocks but as everyone is aware many of our products are based on oil and the prices continue to increase but we will continue to try as we have in the past to maintain our pricing throughout the year.

Our outlook for 2011 will be a continued soft market but the Sika team believes there will be opportunities in the market for new products and key projects and we have again planned for growth. In 2011 we will be introducing a range of silicone sealants for DOT and Building applications, a line of underlayments, and other products and product improvements which will help both of us drive our business forward.

We once again want to thank you for your continued support and look forward to a successful 2011.

If you have any questions on the above, please contact me or your regional manager.



Sika Corporation, 201 Polito Ave, Lyndhurst NJ 07071, USA

Tel: 201 933 8800, Fax: 201 933 6225, www.sikaconstruction.com

