

# POLYGUARD PRODUCTS, INC.

SELF ADHESIVE PROTECTIVE COATINGS FOR ENGINEERING AND CONSTRUCTION

October 31, 2017

## Price Change Notification

Dear Valued Customers,

As we are sure you know, raw material prices have begun to increase significantly due to several factors: capacity constraints brought about by storm damage to Gulf Coast petro-chemical facilities some of which will take months to repair; increasing world-wide demand for certain polymers and other raw materials; and importantly, increases in countervailing duties and potential anti-dumping duties that are being applied to aluminum foil imported from China. These duties have already increased the cost of Chinese foil and have resulted in American foil converters increasing their prices as well as manufacturers of foil based products move away from Chinese imports. All of the cladding and membrane products sold by Polyguard's Mechanical Division contain aluminum foil.

**As a result, Polyguard will raise prices by the following amounts, effective with orders shipped on or after January 2, 2018:**

<u>Product Category</u>	<u>Increase Amount</u>
<b>Alumaguard Products:</b>	5%
<b>Insulrap Products:</b>	5%
<b>Zero Perm Products:</b>	3%
<b>RG Products:</b>	3%
<b>Styrofoam XPS:</b>	0%      No Increase at this time
<b>PolyPhen Phenolic:</b>	0%      No Increase at this time

We will be sending out the appropriate updated price pages within the next 30 days.

Please get back to us with any questions.

Sincerely,

Nate Brink      Sales Director  
Tony Garone    Marketing Director