

November 1, 2013

To: Versico Independent Sales Representatives and Distributors

Re: Price Increase Announcement – January 2, 2014

Throughout 2013, Versico has experienced significant margin erosion on all of its Polyiso products. In light of this consistent trend, it is necessary for Versico to announce a price increase on all Polyiso products.

Effective January 2, 2014 Versico will implement a 5% price increase on all of its Polyiso roofing products. This price increase will impact all shipments that are made on or after January 2 with the exception that existing project quotes will be honored for delivery through their original ship date.

Purchase Orders for delivery in December must be placed by December 10 for delivery on or before Friday, December 27. Other than existing quotes, current pricing will not be extended past December 31. Access to product will be constrained by material availability and shipping limitations so you are encouraged to plan and order as early as possible.

Thank you for your continued support of Versico.

Sincerely,



Frank Palmer

General Manager