

MEMO

Sarnafil

BUILDING TRUST



TO Sika Sarnafil Approved Applicators
CC
FROM Sika Roofing Management
PAGES 1
DATE 12/20/22

Subject: 2022 Wrap-Up

Dear Valued Customers:

The commercial roofing industry is always a very competitive environment, whether the economy is robust, struggling or in recovery, and 2022 was no different. We would like to thank all our approved applicators for your ongoing support of our business this past year. The Sika Sarnafil team continues to do all we can to ensure that our products and systems are the finest solutions in the marketplace as well as provide the best long-term value to you, our customers.

This year marked our 60th (AKA “diamond”) anniversary and offered us an opportunity to reflect on our history, and where the future will take us. Our mission will always remain the same, to produce the industry’s longest lasting, most resilient PVC roofing membrane. The perfect combination of proven materials, unmatched technical expertise, and the best-approved installers of any manufacturer has kept us a leader in the industry. As our partners, we recognize this milestone is also yours to celebrate as well.

As we head into 2023, while there are still some unknowns, it looks to be a more predictable year for us. The positive for us all is that no matter what we have faced over the years, Sika Sarnafil and our applicators have always been successful working closely together to overcome all challenges.

Given the improving stability in raw material supply and cost visibility, we are now able to better anticipate our future pricing positions on new and ongoing projects. At this time, we will be holding current product pricing for Sika-manufactured products on quoted projects heading into 2023. Pricing on new quotes will also maintain the current pricing levels. Longer range project pricing will be managed by local sales staff but our intent is to secure pricing as often as possible. Our top priority is to provide the best service to our partners, and with many recent improvements in our raw material supply, we are seeing that there are significant improvements on our lead times. This is still a very fluid situation, but in many cases, we are very likely to be able to supply your projects in a reasonable time frame. Please work with your local salesperson on scheduling your upcoming jobs so that we can best accommodate your needs and project timelines.

All in all, 2022 will certainly be a year we won’t forget, but we should all hold our heads high for the tremendous success we achieved together. We wish you and your loved ones a happy and healthy holiday season and hope you are able to take some time to relax and reset. Together, we will continue to build the next chapter in our partnership in the new year.

Sincerely,

The Sika Roofing Management Team

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