



PRICING BULLETIN

Roofing Systems

717 17th St. Denver, CO 80202 (800) 922-5922

Bulletin Number: P21-004

Date: April 8, 2021

Distribution: All Commercial Roofing Customers

Effective: May 1, 2021

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Dear Valued Johns Manville Customer,

As a result of several factors occurring over the last year, many of the chemical production plants and metal/steel facilities have been plagued with challenges with delivering raw material supply.

1. The government mandated state shutdowns in early 2020 created a great deal of uncertainty and market disruption. Many manufacturers curtailed production in anticipation of a downturn. The market did not retract as much as expected and those manufacturers have struggled to restart and catch up raw material production. This specifically impacted the steel and metal production facilities, which is now impacting everything from the roofing to automotive industries.
2. As a result of the winter storm and cold temperatures that ravaged Texas and Louisiana, many of the chemical production plants located in those two states were not operational for a significant period. As a result of these plant outages and the force majeure declarations made by several of our suppliers, JM is experiencing extended lead times and occasional supply interruptions.
3. Finally, while some of our raw materials can be sourced from overseas, the shipping industry has been severely impacted by delays at ports due to short-staffing, container availability and over-the-road driver availability.

JM is not immune to these developments. Johns Manville has been notified by many suppliers that we are being placed on allocation and pricing has increased significantly. While all products are being affected to some extent, the most significant shortages are being seen with fasteners and plates, MDI, PVC resin and certain adhesives (urethane's and adhesives using metal tanks, such as JM All Season Sprayable Adhesive).

We ask that you place your orders as early as possible with realistic delivery dates. We will work to give you the best information possible about lead times and our ability to deliver material in support of your business needs.

Effective May 15, 2021, JM will implement the following price increases:

Johns Manville Price Increase Announcement	
Low Rise Foam Adhesives	7%
Singly Ply Membrane Adhesives	Up to 7%



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The price increase will apply to all orders shipped on or after May 15, 2021, regardless of the date of ordering. Pre-existing quotes which were issued before April 7, 2021, will be honored but extensions will not be granted. Your account and customer service advocate will work with you regarding the impact on the orders you have placed with JM.

Effective immediately, JM will implement the following:

Johns Manville Price Quote Increase Announcement	
TPO and EPDM membrane	5% increase
PVC membrane	8% increase
Polyiso (flat, coverboard and tapered)	5% increase
Steel plates, fasteners and other accessories	5% increase

The price increase will apply to all orders shipping on or after July 1, 2021, regardless of the date of ordering. Pre-existing quotes which were issued before April 7, 2021, will be honored but extensions will not be granted. Your account and customer service advocate will work with you regarding the impact on the orders you have placed with JM.

Johns Manville Price Quote Increase Announcement effective October 1, 2021, shall be in addition to the July 1, 2021 increase:	
Polyiso (flat, coverboard and tapered)	5% increase

The price increase will apply to all orders shipped on or after October 1, 2021, regardless of the date of ordering; and will be in addition to the increases going into effect on July 1, 2021. Pre-existing quotes which were issued before April 7, 2021, will be honored but extensions will not be granted. Your account and customer service advocate will work with you regarding the impact on the orders you have placed with JM.

Quotes extending into 2022 may have additional increases or “not to exceed” pricing. We recognize that these are unprecedented times and advise that you have secured quotes before committing project pricing. We will continue to share information as it becomes available so that we can all plan for success in the future.

Johns Manville reserves the right to limit quantities of product ordered, based on availability.

We apologize for any inconvenience caused by delayed orders, and we greatly appreciate your patience in working with us through this difficult period. Johns Manville thanks you for your patience and appreciates your business. Please contact your Customer Service Advocate or Account Manager with any questions.

Sincerely,

Tesha Kroll
Director of Commercial Services and SIOP
Johns Manville, Roofing Systems