



April 8, 2024

Our goal at Water Tight Technologies has always been to source quality products at a competitive price for our customers. The year 2023 was a year in which we sourced our EPDM membrane from an overseas supplier. The quality of the membrane and the packaging has been outstanding. As we moved into the fall of 2023 the logistics challenges of bringing in containers from overseas became quite challenging. For example, we have orders that were placed in September that have yet to arrive in the US. The result has been significant back orders for you, our customers, this spring. We apologize for any inconveniences.

By year end we knew we had to find a new source for Rubberall® EPDM. We are pleased to announce that we are now beginning to source our membrane from a US manufacturer. I believe the quality of the membrane, the minimal amount of talc and the packaging from our new supplier is the best from any US supplier. For the next several months, you will be receiving membrane in green wrappers from our old supplier and membrane in a blue wrapper for 60 mil membrane and a grey wrapper for 45 mil membrane from our new supplier. All membrane from our new supplier will have the same labeling with Rubberall labels with logo; hang tags (with roll size) and small tags inside the core with roll size as well. Having two colors of wrapper should help identify membrane gauges when picking membrane for shipments to your customer.

The primary reason for sourcing overseas was to be able to supply you with product at the lowest price possible. Sourcing from a US manufacturer will result in a small increase in price of membrane. Effective May 1, the price of 45 mil membrane will increase by 4 cents per square foot and 60 mil membrane will increase 2 cents per square foot. I believe we can all agree an assured supply of membrane in a timely manner from a US supplier is worth the small upcharge. The new price sheet that is effective for orders received May 1, 2024 or after is attached. Besides pricing for EPDM, the only other change to the price sheet was a slight increase in both hand rollers (HR) and scrub pads (SP).

Our goal at Water Tight Technologies is to always supply you, our customers, with a quality product and at the lowest price possible. We thank you for your continued support.

Paul Mineart, Pres.

Water Tight Technologies, LLC