



September 16, 2008

TO ALL OF OUR FRIENDS IN THE BUILDING INDUSTRY

Despite what now appears to be a decline in oil pricing, it still does not truly reflect “asphalt” pricing as a by-product. It also does not reflect the huge supply & demand on the industry from this year’s weather activities.

We have experienced heavy rains, tornadoes, wind and hail over the past six months plus the third hurricane to hit the U.S. continent in less than two months. With the extended roof damage, all of this increases product use, which means allocations and a shortage of colors and ultimately price increases.

Please relay this information to your customers and clients to help them understand your current pricing structures.

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