



PRICE INCREASE ANNOUNCEMENT

DATE: 11/16/11

VENDOR(S): Owens Corning, Johns Manville, Knauf

Table with 3 columns: MATERIALS AFFECTED, INCREASE %, START DATE. Rows include Fiberglass Batts, Loose Fill Products, Board Products, and several empty rows.

Accordingly, Kamco Supply Corp of Boston will increase prices equal to that of the manufacturers on shipments after the above dates.

Please Contact Your Local Sales Representative with Any Further Questions

Thank You for your Continued Support

Main Office

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# Insulation Pricing Update

November 10, 2011

Dear Customer:

Owens Corning Insulating Systems, LLC will be implementing a price increase in the United States on light density Fiberglas™ building insulation products effective with orders shipped on or after January 1, 2012. The primary driver for this increase is the consistent increase in the costs of raw materials, energy and transportation. In addition to inflation, we are seeing overall transportation economics to be more challenging around truck availability, restrictions on driver hours, and other new department of transportation regulations.

The products and their associated price increases are as follows:

Kraft and Unfaced Batts and Rolls	5%
R-15 High-Performance Products	5%
R-21 High-Performance Products	5%
FS-25 Products	5%
Quiet Zone® Noise Control Products	5%
Manufactured Housing Insulation	5%
Loose-fill Products	5%
L77 PROPINK® Loosefill Insulation	
PROPINK Complete™ Loosefill Insulation	
ThermaGlas® Loosefill Insulation – all types	

We continue to follow the pricing protocols enacted last year as follows:

- There will be no price deviations without prior approval from Tom Quigley, Vice President & General Manager.
- Based on customer requests, price lists will continue to be transmitted in pdf files.
- Pricing will be regarded as valid only if it appears on the official Owens Corning Price Notification letter.

As noted on June 14, 2011 we will be reviewing the U.S. #2 Diesel Retail Price average every 60 days. The average for August and September was \$3.85/gallon. We continue to follow the surcharge table below:

Quarterly Average Retail Price: #2 Diesel	Fuel Surcharges per Invoice. Pro-rated for split shipments.			
US\$/Gallon	1 Truck Load	½ Truck Load	1/3 Truck Load	¼ Truck Load
\$3.26-\$3.75	\$120	\$60	\$40	\$30
\$3.76-\$4.25	\$180	\$90	\$60	\$45
\$4.26-\$4.75	\$240	\$120	\$80	\$60
\$4.76-\$5.25	\$300	\$150	\$100	\$75

Updated diesel prices can be found at the following link: <http://tonto.eia.doe.gov/oog/info/wohdp/diesel.asp>

New price sheets will be issued shortly and your area sales manager will review the updates with you. The Owens Corning Residential Insulation Team is here to work side-by-side with you to help your business.

Please reach out to me or your Owens Corning sales team should you have questions.

Sincerely,

Tom Quigley  
Vice President and General Manager, Residential Insulation Owens Corning