



November 22, 2011

To: Thermafiber Insulation Customers

re: Price Increases

Effective with shipments on or after January 2, 2012, selling prices for Thermafiber® commercial and industrial insulation products will increase according to the following schedule:

<u>Thermafiber Commercial Insulation Products</u>	<u>Increase</u>
Sound Attenuation Fire Blankets (SAFB™)	+6%
FS-15 & FS-25 Blankets	+6%
FireSpan® Insulations	+6%
Safing™, TopStop®, & SafingPaks®	+6%
RainBarrier® 30 & 45	+6%
VersaBoard™	+6%
Thermafiber Foil Tapes & Knives	+6%
Impasse® Hardware	+5%
Safing Clips & RainBarrier Clips	+5%
SoundZero® Acoustical Blanket	+5%
 <u>Thermafiber Industrial Insulation Products</u>	
Industrial Felts	+6%
Industrial Board and Blanket	+6%
Metal Mesh Blankets	+6%
Coast Guard Approved Felts	+6%
Filler Reinforcement Fiber (FRF)	+6%
Industrial Granulated, Packing, Spray & HP Wool	+6%
K-Fac® 19 and K-Fac SR	+5%
ThermaTex® Blanket Insulation	+5%
Micore® 300 and Micore 160 from USG Corp.	+5%

Your Thermafiber Sales Representative will provide you with a new net price sheet for those items you historically purchase. Should you have questions, please feel free to contact us by calling our Customer Service Center toll-free at (888)834-2371.

We appreciate your business and continued support of Thermafiber Insulation Products.

Sincerely,

Michael J. Williams
Executive Vice President



November 11, 2011

To: All North American Roxul Customers

Price Increase Announcement

Please be advised that effective Monday, January 2, 2012, Roxul will be increasing prices by up to 10%.

The price increase will vary dependent on market, geography and product. It will apply to all orders shipped on or after January 2, 2012.

New price lists and discounts will be issued by December 1, 2011.

Your Roxul representative will be in contact with you to explain the details of this price increase.

We thank you for your continued support of Roxul products and people.

Yours truly,

Mike Kozokowsky
Vice President
Industrial &
OEM Products
Roxul Inc

Brian LeVoguer
Vice President
Building Envelope &
Specifications
Roxul Inc

Rory Moss
Vice President
Residential &
Interior Solutions
Roxul Inc