

Owens Corning Insulating Systems, LLC
One Owens Corning Parkway
Toledo, Ohio 43659
419.248.8000



October 10, 2014

Dear Owens Corning™ Insulation customer,

Owens Corning Insulating Systems, LLC (“Owens Corning”) will increase its prices in the United States on light density Fiberglas™ building insulation products **effective with shipments on or after January 1, 2015** as follows:

Faced & Unfaced Batts		QuietZone®	12%
R13	15%	Basement Blanket™	12%
R15	18%	Manufactured Housing	12%
R20	15%	Products	
R21	15%	Loosefill products	
R22	15%	AttiCat®	15%
R30	12%	L77 PROPINK®	15%
All other R Values	12%	ThermaGlas®	20%
Flame Spread 25			
FSK	12%		
PSK	12%		

This advanced notice is intended to give you ample time to plan your business accordingly.

To ensure fair treatment of our customers, we are limiting December shipments to a maximum of 120 percent of your monthly average from September, October and November 2014. We will monitor our supply situation closely and advise of any further actions as we get closer to December.

Order confirmations for full truckload orders with an assigned ship date prior to January 1, 2015 will receive current pricing. Less-than-full truckload orders subject to consolidated shipping on or after January 1, 2015 will receive the increased price. We encourage you to place your orders by December 12, 2014 to ensure a ship date prior to January 1, 2015.

We will continue to implement fuel surcharges according to the schedule previously released. Average diesel prices remain above \$3.76 per gallon since our last update. The current fuel surcharge of \$180 per truck load will apply until further notice.

New price sheets will be issued prior to January 1, 2015 and your area sales manager will review the updates with you. Please reach out to me or your Owens Corning sales team should you have questions.

Thank you for your continued support of Owens Corning products and the opportunity to serve you.

A handwritten signature in black ink that reads "Julian Francis".

Julian Francis
Vice President and General Manager
Residential Insulation

Things not looking quite right? View this email as a web page here.

KNAUF **MARKETING BULLET**

Dear Valued Customer,

Unfortunately our glass mineral wool insulation prices have yet to recover to levels that would support the required investments in capacity to meet the needs of a growing market as well as the increasing cost of materials, transportation and energy to name but a few. Prices are still far below pre-recession levels.

Therefore Knauf Insulation is increasing its prices for all Building Insulation products sold into the Retail, Residential, Light Commercial, and Manufactured Structures segments. This increase will be effective for all shipments on or after **January 2, 2015**.

EcoBatts™ and EcoRolls™	12%	Loose Fill Insulation Products
R13 and R21 EcoBatts™ and EcoRolls™	15%	Wall and Ceiling Liner
R15 EcoBatts™ and EcoRolls™	18%	Black Acoustical Insulation
EcoSeal	8%	Insulation Board

We are well aware of the problems and inefficiencies that multiple price increases in a calendar year cause you. Thus in order to minimize these issues it is our intention that this will be the only increase for the 2015

calendar year. However, in the event that the outlined increases are not realized, we reserve the right to implement further price increases within 30 days of notification. We are providing you with this advance notification to provide clear guidance to your 2015 Knauf Insulation product costs to allow you ample time to plan accordingly and more importantly so you can give your customers the ability to factor new price levels into their 2015 budgeting process.

Please note the following guidelines pertaining to Knauf Insulation pricing policies:

Knauf Insulation's Customer Terms Confirmation (CTC) is our official document that formalizes pricing and terms. The only valid pricing is the pricing outlined in the CTC document.

Knauf Insulation reserves the right to limit purchase quantities, based on historic purchase levels, prior to the price increase date in an effort to maintain desired service levels.

Knauf Insulation shall continue its practice of not providing job pricing.

Any deviation from the announced increase will not take place without approval from the Knauf Insulation Management Board.

Knauf Insulation will continue to apply a fuel surcharge whenever the average retail price for #2 Diesel Fuel exceeds \$3.25 per gallon during the preceding quarter. Based upon the average through the end of the prior quarter, the \$180 surcharge will remain in place. We will continue to monitor and adjust according to the fuel surcharge schedule in our Price Books/Service Guidelines.

New Price Lists will be issued shortly. Your Knauf Insulation Territory Manager will contact you to communicate the details of the new pricing and review updated Service Guidelines.

Thank you for your business and continued support of Knauf Insulation. We value your business and are committed to changes that enhance the market for energy efficiency.

Thanks,



Mark Andrews
CEO Knauf Insulation North
America

Knauf Insulation North America One Knauf Drive Shelbyville IN 46176 USA

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Joe Smith
 General Manager
 Building Insulation Division
 Insulation Systems

Chuck McGavern
 Director of Sales
 Building Insulation Division
 Insulation Systems

If you have any questions about the implementation of this increase, please contact your Sales Representative or Account Manager. Thank you for your ongoing support of JM products.
 Johns Manville will continue to apply the current fuel surcharge of \$180 until further notice.

To ensure shipment by January 5th, Johns Manville recommends placing orders early. Johns Manville reserves the right to monitor all orders placed between now and the date of increase and limit quantities if necessary.
 This price increase will apply to all orders shipped on or after **January 5, 2015** regardless of the date of order placement. Please check with your Customer Advocate as this date approaches for information on current product lead times.

Products	% Increase
R-13	15%
R-15	18%
R-20	15%
R-21	15%
R-22	15%
R-30	12%
Basement Wall	12%
All Residential and Commercial Batt & Roll Products	12%
FSK & PSK	12%
Manufactured Housing Products	12%
JM SPIDER®	15%
Insul-Shield®	6%
All Blowing Wool Products	15%

Johns Manville is announcing a price increase effective **January 5, 2015**. The price increase applies to the following products:

To: All US Building Insulation Customers:

October 13, 2014

PRICE NOTICE

Johns Manville



717 17th Street
 P.O. Box 5108
 Denver, CO 80217-5108
 303 978 2000
 303 978 3545 Fax
 www.jm.com