



The Dow Chemical Company
Midland, MI 48674
U.S.A.

10/28/2016

DOW BUILDING SOLUTIONS PRICE INCREASE ANNOUNCEMENT

Dear Valued Customer:

Effective January 02, 2017, or as contracts allow, Dow Building Solutions, a business unit of The Dow Chemical Company, will increase the selling prices of THERMAX™ Brand Insulation by 5% in North America. In addition, THERMAX Accessories pricing will be increased.

Multiple factors including market conditions and raw material costs have driven this action.

Orders placed prior to the close of business on Monday, December 19, 2016, which have scheduled ship dates on or before Friday, December 28, 2016 will receive the current prices. All orders placed on or after Tuesday, December 20, 2016 will be subject to the new price. Pricing arranged for future orders prior to this announcement will be handled on a case by case basis. To manage orders for these products during this period (October 28, 2016 through December 20, 2016), Dow reserves the right to limit the quantity purchased in advance of this increase.

We are committed to delivering the highest level of service, providing quality products and helping you enhance your business.

Thank you,

A handwritten signature in black ink, appearing to read "Matthew Marchel".

Matthew Marchel
Business Director – Americas
Dow Building Solutions



IMPORTANT ANNOUNCEMENT

October 10, 2016

To: All Atlas Roof & Wall Insulation Customers and Partners,

While we make every effort to keep the costs of manufacturing our world class polyiso products as low as possible, it is necessary to adjust our prices to offset raw material cost increases beyond our control.

Prices for all Atlas roof and wall products will therefore be increased by 5% effective with shipments on January 1st, 2017.

Any written quotes made prior to today's date for shipment after January 1st will be protected. Please communicate this notice to your team members and customers as well. The decision to increase pricing is never easy nor made without careful thought and analysis.

We value your business and do not take it for granted. Please contact your Atlas representative if you have any questions. Thank you.

Sincerely,

Steve Heaton

Vice President, Sales & Marketing
Roof & Wall Insulation Division



15 Franklin Street – Portland, Maine 04101
Ph: 207.761.5678 / 888.746.1114 Fax: 207.775.1769 / 877.775.1769

ANNOUNCEMENT

September 30, 2016

To Our Valued Hunter Panels Customers:

As a result of an increase in raw material costs used in the manufacturing process of polyiso, Hunter Panels will implement a 5% price increase on all products effective January 1, 2017.

Existing job/project quotes will be honored for delivery through their documented ship date. All new quotes for projects shipping after January 1, 2017 will reflect the increase.

As always, we will continue to be a partner in your efforts to sell Hunter polyiso with the most responsive service, and the highest quality product we can provide. Your loyalty is the most important consideration we have and I thank you in advance for your continued support.

Sincerely,

Edward R. Krusec
National Sales Manager
Hunter Panels



October 27, 2016

RMAX PRICE INCREASE ANNOUNCEMENT

To Our Valued Customers:

Due to additional raw material increases used in the manufacture of polyisocyanurate insulation products, Rmax Operating, LLC will be implementing a **5% price increase on all Rmax products effective January 1, 2017.**

Rmax will honor all existing written quotes but we will be unable to extend delivery dates on orders shipped after close of business on December 30, 2016 unless approved in writing by an Rmax representative.

Due to the upcoming holidays and anticipated high demand, orders must be placed by December 16, 2016 to ensure that current pricing will be honored.

If orders are placed after December 16, 2016 we will be unable to guarantee shipment prior to close of business on December 30, 2016 and will be subject to increased price levels.

Thank you for your continued support. Rmax values and appreciates the opportunity to supply your insulation needs. Please contact your Salesperson, Account Executive or Regional Sales Manager should you have any questions or concerns.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Greg Fantin', written over a horizontal line.

Greg Fantin
Vice President - Marketing