



# Insulation Pricing Update

March 19, 2013

## US Price Announcement: Foamular® Foam & Accessory Insulation Products

Dear Valued Customer,

Owens Corning Foam Insulation, LLC ("Owens Corning") will increase U.S. prices on all orders shipping on or after April 15, 2013 as follows:

FOAMULAR® Extruded Polystyrene (XPS) Foam Board products	6%
PROPINK® FanFold, FanFold Underlayment Board	6%
PinkWrap® Housewrap, TruWrap® Housewrap,	5%
FoamSealR™	5%

Owens Corning reserves the right to limit the quantity of orders placed in advance of this increase. Orders shipped between March 19, 2013 and April 14, 2013 may not exceed your average monthly purchases in March and April 2012. Full truck or CPU orders placed prior to Friday, April 5, 2013 will be guaranteed to ship at the pre-increase price provided you have not exceeded your monthly average purchases of March and April 2012. Orders placed after April 5 will not be guaranteed to ship prior to the increase. We will notify you in advance of shipping any orders that are above this average and that will receive the new price level.

All commercial job quotes for projects shipping on or after April 15, 2013, will reflect the increased price. Formally quoted pricing for existing jobs will be honored and escalators will apply.

New list price sheets will be issued shortly and your Owens Corning area sales manager will be contacting you to review your new prices.

Thank you for your continued support of Owens Corning products and the opportunity to serve you. Please discuss any specific needs with your Owens Corning area sales manager.

Sincerely,

Greg Mather  
Vice President and General Manager  
Owens Corning Foam Insulation, LLC



March 15, 2013

## DOW BUILDING SOLUTIONS PRICE INCREASE ANNOUNCEMENT

Dear Valued Customer:

Effective April 15, 2013, or as contracts allow, Dow Building Solutions, a division of The Dow Chemical Company, will increase the selling prices on the products listed below as outlined in the table:

Product(s)	Percent Increase
Dow STYROFOAM™ Extruded Polystyrene Insulations	6%
All Dow Polyisocyanurate Insulation Products	7%
All Dow Polyisocyanurate Insulation Accessory Products	Varies by product
All WEATHERMATE™ Housewraps	5%
WEATHERMATE™ Construction Tape and WEATHERMATE™ Sill Pan	5%
Dow STYROFOAM™ Sill Seal	5%

For Dow STYROFOAM™ Extruded Polystyrene Insulation, Dow SYTROFOAM™ Sill Seal, WEATHERMATE™ Housewraps, WEATHERMATE™ Construction Tape, and Sill Pan, orders placed prior to the close of business on Thursday, April 4, 2013, with scheduled ship dates through Friday, April 12, 2013, will receive the current prices. All orders placed on or after Friday, April 5, 2013, and all shipments after Monday, April 15, 2013, will be priced at the new levels.

In addition, to manage orders for these products during this period (March 15 to April 15), The Dow Chemical Company reserves the right to limit the quantity purchased in advance of this increase. Quantities shipped at current pricing during this timeframe may not exceed your 2012 monthly average for the months of March and April 2012. Quantities shipped above your monthly average will reflect the increased prices.

For all Dow Polyisocyanurate Insulation Products, orders that have already been placed with Dow Building Solutions prior to today, March 15, 2013, will receive the current prices. Any orders placed today or after will be priced at the new levels.

Commercial bidding of jobs that are shipping after April 15, 2013, will be priced at the new levels. Quoted pricing for existing jobs is subject to price escalators as outlined in the price request form. Updated price sheets will be sent out on/before April 3, 2013.

We are committed to delivering the highest level of service, to providing quality products, and to helping you enhance your business. Thank you for your continued support. If you have any questions, please contact your local Dow sales representative.

Sincerely,

Thomas Frazier  
Asset and Business Operations Director  
North America Dow Building Solutions