



# Insulation Pricing Increase

April 1, 2013

Dear Owens Corning Residential 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 June 1, 2013**, as follows:

	<u>% Increase</u>		<u>% Increase</u>
<u>Faced &amp; Unfaced Batts</u>		FastBatt®	10%
R13	10%	QuietZone®	10%
R15	15%	Basement Blanket™	15%
R21	15%	Manufactured Housing	10%
R30	10%	<u>Loosefill Products</u>	
All other R Values	10%	AttiCat®	10%
<u>Flame Spread 25</u>		L77 PROPINK®	10%
FSK	10%	ThermaGlas®	10%
PSK	10%		

**This advanced notice gives you ample time to plan your business accordingly. It is our intent for this to be the only increase through September 30, 2013.**

The continued positive momentum in the building materials market, combined with growth in U.S. economy, higher levels of new housing starts and increasing housing prices are encouraging as they relate to the increased demand of our insulation products. With this in mind, and to ensure fair treatment of our customers, we are limiting May shipments to a maximum of 120 percent of your previous 90-day average (February, March, April). We will monitor our supply situation closely and advise of any further actions as we get closer to June.

Order confirmations for full truckload orders with an assigned ship date prior to June 1, 2013, will receive current pricing. Less-than-full truckload orders subject to consolidated shipping on or after June 1, 2013, will receive the increased price. We encourage you to place your orders by May 5, 2013, to ensure a ship date prior to June 1, 2013.

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

New price sheets will be issued shortly 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.

Julian Francis  
Vice President and General Manager, Residential Insulation



April 4, 2013

Dear Customer:

Effective with shipments on and after June 1, 2013, Knauf Insulation will increase pricing in the United States on all Residential and Commercial Building Insulation Products. This price adjustment will be implemented through issuance of new list prices for the affected products.

Your Knauf Insulation Field Sales Representative will be contacting you in the coming weeks to communicate details, but you can expect the following list price increases on Knauf Insulation Residential Products and Commercial Building Insulation Products:

Loose Fill Insulation Products	10%
EcoBatts™ and EcoRolls™	10%
R15 and R21 EcoBatts™	15%
All products sold to Manufactured Housing Segment	10%
Wall & Ceiling Liner	10%
Black Acoustical Insulation	10%

Additionally, please note the following guidelines pertaining to our pricing policies:

- Knauf Insulation's Customer Terms Confirmation (CTC) is our official document formalizing your pricing and terms. The only valid pricing is the pricing outlined in your CTC document.
- Per our communication earlier this year, Knauf Insulation no longer provides job price protection.
- Given that pre-increase order volume may be high, Knauf Insulation reserves the right to limit pre-increase buying volumes in order to maintain desired service levels.
- In addition to our online List Price Book, supplemental List Price Book addendums will also be provided to you shortly.
- Knauf Insulation will continue to apply a fuel surcharge whenever the average retail price for #2 Diesel Fuel during the preceding quarter exceeds \$3.25 per gallon. Based on the average through March 31<sup>st</sup>, the \$180 surcharge will remain in place. We will continue to adjust according to the table below and communicate changes to you on a quarterly basis.

Average #2 Diesel Retail Price For Prior Quarter	Flat Rate Fuel Surcharge per Invoice Pro-Rated for Split Shipments (USD\$)			
	Full TL	Each 1/4	Each 1/3	Each 1/2
\$3.26 to \$3.75	\$120	\$30	\$40	\$60
\$3.76 to \$4.25	\$180	\$45	\$60	\$90
\$4.26 to \$4.75	\$240	\$60	\$80	\$120
\$4.76 to \$5.25	\$300	\$75	\$100	\$150

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

Regards,

Amy Brinckerhoff  
 Manager of Marketing Operations & Communications

**PRICE NOTICE**

April 3, 2013

To: All U. S. Building Insulation Customers

**Price Increases Effective May 31, 2013**

Ongoing and continued inflation in raw materials and transportation in addition to re-investment economics necessitate that we implement the following price increases with shipments made on or after May 31, 2013. The specifics of the increase are as follows:

• <b>R-15 Products</b>	<b>15%</b>
• <b>R-21 Products</b>	<b>15%</b>
• <b>Basement Wall</b>	<b>15%</b>
• <b>Residential and Commercial Batt and Roll Products</b>	<b>10%</b>
• <b>EasyFit® Products</b>	<b>10%</b>
• <b>ComfortTherm® Products (encapsulated products)</b>	<b>10%</b>
• <b>Foil-Skrim-Kraft (FSK) Faced Batts</b>	<b>10%</b>
• <b>Poly-Skrim-Kraft (PSK) Faced Batts</b>	<b>10%</b>
• <b>Acoustical Batt Products</b>	<b>10%</b>
• <b>Manufactured Housing Products</b>	<b>10%</b>
• <b>Insul-SHIELD®</b>	<b>10%</b>
• <b>FGBI accessory products</b>	<b>10%</b>
• <b>Vent Chutes</b>	<b>10%</b>
• <b>JM SPIDER®</b>	<b>10%</b>
• <b>Climate Pro® Insulation</b>	<b>10%</b>
• <b>Rich-R® Insulation</b>	<b>10%</b>
• <b>High-Density Blowing Wool</b>	<b>10%</b>
• <b>Blended Blowing Wool</b>	<b>10%</b>
• <b>Attic Protector® Insulation</b>	<b>10%</b>

This increase will apply to all orders shipped on or after May 31, 2013 regardless of the date of order placement. Please check with your Customer Advocate as this date approaches for information on current product lead times.

In addition, we will continue to administer our fuel surcharge policy per the following, previously implemented schedule.

Average #2 Diesel Retail Price For Prior Quarter	Flat Rate Fuel Surcharge per Invoice Pro-Rated for Split Shipments			
Price per Gallon (USD\$)	Full TL	Each 1/4	Each 1/3	Each 1/2
\$3.26 to \$3.75	\$120	\$30	\$40	\$60
\$3.76 to \$4.25	\$180	\$45	\$60	\$90
\$4.26 to \$4.75	\$240	\$60	\$80	\$120
\$4.76 to \$5.25	\$300	\$75	\$100	\$150

The schedule above is based on the trailing quarterly average for #2 diesel fuel. The average price at the end of Q1 was \$4.03 per gallon.

If you have any questions about the implementation of this increase, please contact your Account Manager. Thank you for your ongoing support of JM products.

Chuck McGavern  
 Director of Sales  
 Building Insulation