



May 3, 2012

**To:** Thermafiber Insulation Customers

**re:** Price Increases

Effective on June 16, 2012, selling prices for Thermafiber® commercial insulation products (boards, batts, and blankets) will increase 10%. Specific products affected are listed below.

| <u>Thermafiber Commercial Insulation Products</u> | <u>Increase</u> |
|---|-----------------|
| Sound Attenuation Fire Blankets (SAFB™)           | +10%            |
| FS-15 & FS-25 Blankets                            | +10%            |
| FireSpan® Insulations                             | +10%            |
| Safing™, TopStop® & SafingPaks™                   | +10%            |
| RainBarrier®                                      | +10%            |
| VersaBoard®                                       | +10%            |
| Light Fixture Protection Kits                     | +10%            |

Your Thermafiber Sales Representative will provide you with a new net price sheet for those items you historically purchase. Orders placed on or before the close of business Friday, June 15, 2012 for shipment before July 1, 2012, will be invoiced at current levels. 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



May 1, 2012

To: All Roxul U.S. Commercial Products Customers

Re: Price Increase Announcement – Effective June 1, 2012

Please be advised that effective June 1, 2012, Roxul will increase prices on all Commercial Products by 10%.

Price increase applies to the following products:

| <u>Roxul Commercial Product</u>               | <u>Price Increase</u> |
|---|-----------------------|
| Roxul AFB <sup>®</sup> (Acoustical Fire Batt) | +10%                  |
| ComfortBatt <sup>™</sup> Steel Stud           | +10%                  |
| Roxul Safe <sup>®</sup>                       | +10%                  |
| CavityRock <sup>®</sup> MD/DD                 | +10%                  |
| CurtainRock <sup>®</sup> 40/80                | +10%                  |
| Rockboard <sup>™</sup> 40/60/80/PG            | +10%                  |
| Roxul Plus <sup>®</sup> Metal Building        | +10%                  |
| Roxul Firewall <sup>™</sup>                   | +10%                  |
| DrainBoard <sup>™</sup>                       | +10%                  |

List prices will remain unchanged and therefore the increase will be managed by a new discount schedule which will be provided by your Roxul Sales Representative. Orders placed on or before the close of business Thursday, May 31, 2012 for immediate delivery, will be invoiced at the current level.

Additionally, Roxul will be changing the Standard Service Guidelines. A \$200 fee will be added for customers requiring delivery in non-standard (48') trailers. This generally only applies to customers in dense urban areas, such as New York City.

Protected project pricing will require approval of your Roxul Regional Sales Manager in writing prior to May 25, 2012.

If you have any questions pertaining to this announcement, please feel free to contact your Roxul Regional Sales Manager or the undersigned.

Yours truly,

Cary Robertson  
U.S. National Sales Manager – Commercial Products  
Roxul Inc.

CC Brian LeVoguer  
Vice President