

**OWENS CORNING INSULATING SYSTEMS, LLC**  
ONE OWENS CORNING PARKWAY  
TOLEDO, OHIO 43659  
419.248.8000



September 10, 2013

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 November 1, 2013**, as follows:

Faced & unfaced batts		FastBatt®	10%
R13	10%	QuietZone®	10%
R15	15%	Basement Blanket™	15%
R21	15%	Manufactured Housing	10%
R30	10%	Loosefill products	
All other R Values	10%	AttiCat®	10%
Flame Spread 25		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 April 30, 2014.**

The continued positive momentum in the building materials market, combined with growth in the U.S. economy, higher levels of new housing starts and increasing housing prices are encouraging as they relate to the increased demand for our insulation products. With this in mind, and to ensure fair treatment of our customers, we are limiting October shipments to a maximum of 125 percent of your monthly average from (June, July and August 2013). We will monitor our supply situation closely and advise of any further actions as we get closer to November.

Order confirmations for full truckload orders with an assigned ship date prior to November 1, 2013 will receive current pricing. Less-than-full truckload orders subject to consolidated shipping on or after November 1, 2013 will receive the increased price. We encourage you to place your orders by October 10, 2013 to ensure a ship date prior to November 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



September 18, 2013

Dear Valued Insulation Customer:

CertainTeed is announcing a price increase on all residential and commercial insulation products effective with shipments on and after November 4, 2013.

**Fiber Glass Batts & Roll Insulation**

Batts & Rolls, (Unfaced and Faced Products)	10%
R15 & R21 Batts and Rolls (Unfaced and Faced products)	15%
Basement Wall Insulation	10%
Manufactured Housing Insulation	10%
EasyTouch™ Encapsulated Fiber Glass Insulation	10%
CertaPro™ Commercial Insulation	10%

**Blowing Wool Insulation**

InsulSafe® SP Premium Blowing Wool	10%
OPTIMA® Blowing Insulation	10%
UltraTherm™ (Non Premium Blowing Wool)	10%
TrueComfort® Premium Blowing Wool	10%

<b>MemBrain™</b>	10%
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This price increase is driven by the escalating costs of key raw materials, energy, as well as the need for ongoing capital investment.

We anticipate strong market demand in the month of October. In order to ensure no service interruptions during this period, we strongly recommend that you place orders with firm specifications by close of business Friday, October 11, 2013. All orders shipped prior to November 4, 2013 will receive current pricing.

CertainTeed will limit customer shipments to 125% of the average monthly purchases over the prior 4 months due to available shipping slots.



As noted in past announcements, we will review the #2 U.S. diesel retail prices every 90 days and continue to add a surcharge to deliveries according to the table below. The price for the 4<sup>th</sup> quarter is estimated to be between \$3.76 to \$4.25 per gallon, which maintains the fuel surcharge at \$180 per truckload.

Diesel prices can be found at: [www.eia.gov/oog/info/wohdp/diesel.asp](http://www.eia.gov/oog/info/wohdp/diesel.asp)

Average #2 Diesel Retail Price For Prior Quarter	Flat Rate Fuel Surcharge			
	Full TL	1/2 TL	1/3 TL	1/4 TL
Price per Gallon (USD\$)				
\$3.26 to \$3.75	\$120	\$60	\$40	\$30
\$3.76 to \$4.25	\$180	\$95	\$60	\$45
\$4.26 to \$4.75	\$240	\$120	\$80	\$60
\$4.76 to \$5.25	\$300	\$150	\$100	\$75

Thank for your continued cooperation and support.

Sincerely,

Rob Malandra  
VP Residential & Commercial Sales  
Insulation Group



**Johns Manville**

717 17<sup>th</sup> Street  
P.O. Box 5108  
Denver, CO 80217-5108  
303 978 2000  
303 978 3645 fax  
www.jm.com

**PRICE NOTICE**

September 12, 2013

To: All US Building Insulation Customers:

Johns Manville is announcing a price increase effective **November 4, 2013**. The price increase applies to the following products:

Products	% Increase
R-15 Products (High Density)	15%
R-21 Products (High Density)	15%
Basement Wall	15%
All Residential and Commercial Batt & Roll Products	10%
Manufactured Housing Products	10%
JM SPIDER®	10%
Insul-Shield®	10%
All Blowing Wool Products	10%

This price increase will apply to all orders shipped on or after **November 4, 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.

To ensure shipment by November 4th, 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.

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.

Joe Smith  
General Manager  
Building Insulation Division  
Insulation Systems

Chuck McGavern  
Director of Sales  
Building Insulation Division  
Insulation Systems



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September 20, 2013

Dear Valued Customer:

Guardian Fiberglass Insulation is announcing a price increase on fiberglass building insulation products. The increase is effective on all material delivered in the United States on or after November 11, 2013. The details of the price increase are as follows:

- Residential Roll and Batt Insulation 10%
- Commercial Roll and Batt Insulation 10%
- All Loose Fill Products 10%
- Manufactured Housing Insulation 10%
- Industrial Insulation 10%
- Metal Building Insulation (MBI) 10%
- R15 & R21 'High Performance' Products 15%

Guardian reserves the right to limit shipment quantities for orders placed prior to this increase based upon anticipated market demand. Orders with a confirmed ship date prior to November 11, 2013 will receive current pricing. We suggest you place your orders on or before October 14<sup>th</sup>, 2013 to help ensure product availability at current pricing.

Guardian will continue to apply our fuel surcharge policy as previously communicated. Based on average retail prices for #2 diesel fuel, the fuel surcharge will remain at \$180 per T/L per our existing policy.

Quarterly Avg. Retail Price*		Fuel Surcharge per T/L# **
#2 Diesel	US \$/Gallon	
\$3.26 - \$3.75		\$120
\$3.76 - \$4.25		\$180
\$4.26 - \$4.75		\$240
\$4.76 - \$5.25		\$300

\* The quarterly Avg. Retail Price per Gallon for the #2 Diesel can be found at <http://tonto.eia.doe.gov/>

\*\* Fuel Surcharges are prorated on partial truckload shipments.

We at Guardian appreciate your business and want to thank you for your support. Your sales representative will be providing new price sheets to you in the coming days and be available to assist you with any specific details you may have during this transition.

Regards,

Jeff Chastain  
Vice President and General Manager  
Guardian Fiberglass Insulation



September 13, 2013

Dear Customer:

Effective with shipments on and after **November 3, 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 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:

- o 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.
- o 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.
- o 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 the end of the last quarter, 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 Price per Gallon (USD\$)	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