



# Insulation Pricing Increase

October 2, 2012

Dear Customer:

Owens Corning Insulating Systems, LLC ("Owens Corning") will increase its prices in the United States on light density Fiberglas® building insulation products **effective December 17, 2012** as follows:

Kraft and Unfaced Batts and Rolls	10%
R-15 / R-21 High-Performance Products	17%
Flame Spread 25 Batts	10%
Foil-faced Batts	10%
Basement Blanket™ Insulation (PSK, FSK, Unfaced)	10%
Quiet Zone® Noise Control Batts	10%
Manufactured Housing Insulation	10%
Loose-fill Products	10%
L77 PROPINK® Loosefill Insulation	
PROPINK® Complete™ Loosefill Insulation	
ThermaGlas® Loosefill Insulation – all types	

At Owens Corning, we continue to believe we see the beginning of a turnaround for housing. United States housing starts are up year-over-year with every indication that home prices are starting to rise across the country. We also recognize that the overall level of activity is still at historical lows and that market activity is difficult to predict.

**This advanced notice is to give you ample time to plan your business accordingly. Our intent is for this to be our only price increase through May 31, 2013.**

Owens Corning reserves the right to limit the quantity of orders filled in advance of this increase due to anticipated increased levels of orders.

Orders assigned a ship date prior to December 17, 2012 will receive current prices. We encourage you to place your orders by December 5, 2012 to ensure delivery prior to December 17, 2012.

We continue to follow the pricing protocols as follows:

- Based on customer requests, price lists will continue to be transmitted in Portable Document Format (PDF) files
- Pricing will be regarded as valid only if it appears on the official Owens Corning Price Notification letter

As previously noted, 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. Updated diesel prices can be found at the following link: <http://tonto.eia.doe.gov/oog/info/wohdp/diesel.asp>

New price sheets will be issued shortly and your area sales manager will review the updates with you. Thank you for your continued support of Owens Corning™ products and the opportunity to serve you.

Please reach out to me or your Owens Corning sales team should you have questions.

Sincerely,

Julian Francis  
**Vice President and General Manager, Residential Insulation**  
Owens Corning



# Insulation Pricing Update

October 29, 2012

Dear Customer,

Owens Corning Commercial & Industrial Insulation Business will implement the following price increases effective with shipments on or after January 14, 2013:

<u>Product</u>	<u>% Increase</u>
SoftR <sup>®</sup> Duct Wrap	9%
QuietR <sup>®</sup> Duct Board	6%
QuietR <sup>®</sup> Rotary Duct Liner	6%
QuietR <sup>®</sup> Textile Duct Liner	10%
QuietR <sup>®</sup> Duct Liner Board	6%
All Fiberglas <sup>™</sup> Pipe Insulation Products (ASJ, Evolution <sup>™</sup> , No Wrap and VaporWick <sup>®</sup> )	6%
700 Series Faced & Unfaced Board Products	6%
Curtain Wall 225	6%
Thermal Insulating Wool (TIW type I and II)	6%
FLEXWRAP <sup>®</sup> Pipe Insulation	6%
Fiberglas <sup>™</sup> Pipe & Tank Insulation	6%
Insul-Quick <sup>®</sup> Insulation	6%
SCR Board	6%

We reserve the right, if applicable, to limit purchase order volumes beyond your average monthly purchases as calculated the 60 days prior to this price increase. We can make no guarantee that order volumes above this level will be serviced prior to January 14, 2013.

New price sheets will be issued shortly and your sales representative will review the updates with you.

Thank you for your continued support and partnership.

Sincerely,

Alex Legall  
Vice President and General Manager  
Owens Corning Engineered Insulation Systems

Boz Malik  
Vice President Sales  
Owens Corning Engineered Insulation Systems

**PRICE NOTICE**

October 5, 2012

To: All U. S. Building Insulation Customers

**Price Increases Effective December 17<sup>th</sup>, 2012**

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 December 17<sup>th</sup>, 2012. The specifics of the increase are as follows:

• Residential and Commercial Batt and Roll Products	10%
• R-15 Products	17%
• R-21 Products	17%
• Foil-Skrim-Kraft (FSK) Faced Batts	10%
• Poly-Skrim-Kraft (PSK) Faced Batts	10%
• Acoustical Batt Products	10%
• Manufactured Housing Products	10%
• FGBI accessory products	10%
• Mineral Wool	10%
• Vent Chutes	10%
• Climate Pro® Insulation	10%
• Rich-R® Insulation	10%
• High-Density Blowing Wool	10%
• Blended Blowing Wool	10%

This increase will apply to all orders shipped on or after December 17<sup>th</sup>, 2012, regardless of the date of order placement. Please check with your Customer Advocate as this date approaches for information on current product lead times.

Johns Manville's previously announced policy on job pricing will continue.

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

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

Thank you for allowing Johns Manville to serve your insulation needs.

Regards,

Chuck McGavern  
Director of Sales – Building Insulation