

Owens Corning Sales, LLC
One Owens Corning Parkway
Toledo, Ohio 43659
419.248.8000



February 19, 2018

Dear Owens Corning™ Insulation customer,

Owens Corning Sales, LLC ("Owens Corning") will increase its prices **9%** in the United States on all **Loosefill insulation products effective with shipments on or after March 26, 2018.**

Due to continued strong demand, Owens Corning will continue planned availability for Loosefill products at least through **May 31, 2018**. Please contact your Owens Corning sales representative to discuss what monthly Loosefill volume will be made available to you. We are asking for orders of Loosefill products to be placed for the April through June time period as described in the following table:

Shipping timeframe for Loosefill Products	Order by date
April 1 through April 30, 2018	Orders must be placed by Monday, April 9, 2018
May 1 through May 31, 2018	Orders must be placed by Tuesday, May 8, 2018

To avoid any confusion, should we change prices on any other insulation products, we will do so through a separate communication.

Order confirmations for full truckload orders with an assigned ship date prior to March 26, 2018, will receive current pricing. Less-than-full truckload orders subject to consolidated shipping on or after March 26, 2018 will receive the increased price. We will maintain fuel surcharges per the previously released schedules.

New price sheets will be issued by March 12, 2018, and your area sales manager will review the updates with you. Please reach out to your Owens Corning sales representative should you have questions.

Thank you for your continued support of Owens Corning.

Sincerely,

A handwritten signature in black ink, appearing to read "Mike Swift".

Mike Swift
Vice President
North America Building Insulation

Owens Corning Sales, LLC
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February 23, 2018

Dear Valued Owens Corning™ Insulation customer,

To help you manage your business, I want to make sure that we keep you up to date as we go through the next few months.

As previously communicated, our supply of Loosefill products remains constrained. We continue to see increased demand due to a healthy housing market and from other sectors and markets, as well as increased code requirements. We expect to operate under planned availability at least through May 2018.

We are also beginning to see some developing constraints with the supply of our batt products. Though we are not on planned availability for batt products today, please be advised that the current situation is fluid and we may find it necessary to do so as we enter the Spring months. We understand that you are experiencing extended lead times in a number of markets right now, and, we are taking all measures possible to get material in the right place to serve you.

Transportation remains a challenge and we continue to experience a significant amount of inflation across our network. Transportation costs continue to increase across North America, and as we reposition material to meet increasing demand, it is getting even more challenging. In addition, we are constantly assessing our manufacturing network to make sure we can meet demand through the cycle. We are monitoring the ever-changing market environment and are making investments to service your needs effectively.

We understand that you need to plan your business, and, we will make certain that we are keeping you up to date with changes to our service levels. We also understand that many of you are bidding residential work as short as 90-120 days out. We will keep this in mind as we make pricing decisions throughout the year.

We appreciate your business and patience as we make improvements.

Sincerely,

A handwritten signature in black ink, appearing to read "MS", is written over a light gray circular background.

Mike Swift
Vice President
North America Building Insulation