



The Dow Chemical Company  
Midland, MI 48674  
U.S.A.

02/07/2018

## **DOW BUILDING SOLUTIONS PRICE INCREASE ANNOUNCEMENT**

Dear Valued Customer:

Effective March 9, 2018, or as contracts allow, Dow Building Solutions, a business unit of The Dow Chemical Company, will increase the selling prices of all Wall Polyisocyanurate products by three percent (3%) in North America.

Multiple factors including persistent raw material costs and freight cost increases have driven this action.

Orders with scheduled ship dates on or before Thursday, March 8, 2018 will receive current prices. All orders placed on or after February 27, 2018 will be subject to new pricing. Pricing arranged for future orders prior to this announcement will be handled on a case-by-case basis. To manage orders for these products during this period (February 07, 2018 through March 8, 2018), Dow reserves the right to limit the quantity purchased in advance of this increase.

Your new product specific prices are attached below. If you have any questions, please contact your local Dow sales representative.

We are committed to delivering the highest level of service, providing quality products and helping you enhance your business. Thank you for the opportunity to supply your needs and for your continued support and understanding.

Sincerely,

A handwritten signature in black ink, appearing to read "Tom Evans".

Tom Evans  
Business Director – Americas  
Dow Building Solutions