

Date: August 20, 2018
Sales Bulletin: 2018-61DDC (US and LA)

**ARMSTRONG ARCHITECTURAL SPECIALTIES ANNOUNCES A PRICE INCREASE
ON TECTUM AND WOOD PRODUCTS**

Geographic Coverage: US and Latin America – Commercial Distributors and Contractors

LANCASTER, PA – Effective Monday, September 17, 2018, Armstrong Architectural Specialties will implement the following price increases:

- 5% on the list price for all Wood-based products, including WoodWorks Ceilings, WoodWorks Walls, Trims and Moldings.
- 15% on the list price for all Tectum Interiors Painted White products.
- \$0.30/sf increase for Tectum Interiors Painted Light or Dark colors (color add-on charge changing from \$2.00/sf to \$2.30/sf).

“Our industry has seen increases in the cost of raw materials, transportation and operations costs. Despite our best efforts to manage these rapidly increasing costs, a price increase is required to offset the additional cost” said Vice President - Commercial Solutions Stephen Bresnahan.

Please note the escalation table on the Woodworks and Tectum quotations will apply. For longer-term quotes, we suggest an additional increase of 5% for quotes on or after December 31, 2018.

The above suggested guidelines are based on current information. Each distributor remains free to quote at whatever price it may choose.

We thank you for your business and are enthusiastic to win Architectural Specialties opportunities with you in 2018.