

Date: December 16, 2016
Sales Bulletin: 2016-46DDC

Coverage: US, Canada, and Latin America -- Commercial and Retail

February 6, 2017
Commercial and Retail
Ceilings, Grid, and Architectural Specialties Price Bulletin

Effective Monday, February 6, 2017, prices of AWI core ceilings and grid products, including DGS, Axiom and Serpentina will increase 5%. Standard Architectural Specialties will increase 3%. Wall products will not increase at this time.

This action reflects increased raw material costs.

For Commercial Customers:

For future quotes, the following are our guidelines for 2017 and first half 2018.

- **Commercial Core Ceilings price guidelines**
 - +5% for quotes on or after July 30, 2017
 - +5% for quotes on or after February 5, 2018
- **Commercial Grid price guidelines**
 - +5% for quotes on or after July 30, 2017
 - +5% for quotes on or after February 5, 2018

The above guidelines for grid are based on current information. We will continue to monitor commodity price trends and take action earlier if warranted.

We continue to invest in people and new products in support of our mutual opportunities.

Thank you for your business.



December 23, 2016

To Our Customers,

Effective Monday, February 6, 2017, USG will increase prices on the following products:

- All Commercial and Retail Ceiling Panels (including Gypsum Lay-In Panels) will increase 5%
- All Commercial and Retail Suspension systems will increase 5%. (including Drywall Suspension Systems)
- All Specialty Ceiling Systems will increase 5%.

Your USG sales representative will contact you to deliver updated price lists and discuss our escalation guidelines. As always, we appreciate your business, and look forward to our continued partnership.

Sincerely,

A handwritten signature in black ink that reads "Matt Byrne". The signature is fluid and cursive, with the first name "Matt" being more prominent than the last name "Byrne".

Matt Byrne
Senior V.P. Sales, North America
USG

COVERAGE AREA: All United States, Canada, Mexico and LATAM

December 23, 2017

Pricing Update: **February 13, 2017 – Increase on all Commercial & Retail Ceiling Panel, Grid, and Specialty Metal Ceilings**

As a result of increases in raw material and freight, Rockfon will raise pricing on the following products:

- **ROCKFON Commercial & Retail Panel products – 5%**
- **ROCKFON Specialty Metal Ceiling products – 5%**
- **Chicago Metallic Grid products – 5%**

This increase applies to all shipments in the U.S. and Canada on or after Monday February 13th, 2017.

Thank you for your continual support. Your local ROCKFON representative will provide you with the updated price books before pricing goes into effect. Please contact your representative if you have any questions.