

Date: December 14, 2018  
Sales Bulletin: 2018-84D

## **ARMSTRONG CEILINGS SOLUTIONS TO INCREASE PRICE OF MINERAL FIBER, FIBERGLASS CEILING PANELS AND GRID**

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

LANCASTER, PA – Effective Monday, February 4, 2019, Armstrong Ceiling Solutions will:

- initiate an 8% price increase on all Armstrong mineral fiber and fiberglass ceiling panels; and
- initiate a 6.5% price increase for grid products.

“In 2018, our industry has seen continued increases in the cost of raw materials, transportation and operations” said Charlie Chiappone, Senior Vice President – Ceilings and Wall Solutions. “Despite our best efforts to manage during inflationary environments, a price increase is required to cover these increased costs. We will continue to focus on delivering innovative high quality products and world class service to our valued customers, and the ceilings and wall solutions they value.”

For longer-term future quotes, we suggest the following pricing for 2019:

- An additional increase of 5% for quotes on or after August 3, 2019, and
- Another additional increase of 5% for quotes on or after February 1, 2020.

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

As always, we appreciate and thank you for your business.

January 4, 2019

**To:** U.S. CertainTeed Ceilings Customers

**Subject:** CertainTeed Ceilings Price Increase Notice

Effective with all shipments on or after **February 10, 2019**, CertainTeed Ceilings will increase the price on all **Cloud Perimeter Trim up to 32%**. This price increase is the result of inflationary pressure on raw materials.

Please contact your CertainTeed Ceilings area representative for guidance on all project quotes. New price lists will be provided to you or you can access them anytime on the new CertainTeed Connect customer portal.

We, at CertainTeed Ceilings, very much appreciate your business.

Yours truly,



Eric J. Brown  
CertainTeed Ceilings



CertainTeed Ceilings



December 19, 2018

To Our Customers,

Effective Monday, February 4, 2019, USG will increase prices on the following products:

- All Commercial and Retail ceiling panels will increase as follows:
  - Fiberglass panels – 15%
  - All other panels – 8%
- All Commercial and Retail suspension systems will increase 6%. (including drywall suspension systems)
- Specialty products (excluding USG Ceilings Plus products) will increase as follows:
  - 20 – 25%: Billo, Mirrored Ceilings & Transluents
  - 5 – 7%: All other USG Specialty Products

Grid shipments will be managed as necessary to ensure an equitable distribution. Your USG sales representative will contact you to 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 written in a cursive, flowing style.

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

**COVERAGE AREA:** All United States