

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.