

Date: May 11, 2018
Sales Bulletin: 2018-37DDC

SALES BULLETIN 2018

ARMSTRONG ARCHITECTURAL SPECIALTIES ANNOUNCES A PRICE INCREASE ON TECTUM PRODUCTS

Geographic Coverage: Americas (US, Canada, and Latin America) – Commercial Distributors and Contractors

LANCASTER, PA – Effective Monday, July 2, 2018, Armstrong Architectural Specialties will implement a 5% increase on list price items for all Tectum products, including Interiors, Roof Deck and Accessories.

“The industry is seeing significant increases in the cost of packaging and raw materials. 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 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.

Date: June 8, 2018
Sales Bulletin: 2018-44DDC

**ARMSTRONG ARCHITECTURAL SPECIALTIES ANNOUNCES A PRICE INCREASE ON
STEEL AND ALUMINUM CEILINGS & WALLS SYSTEMS PRODUCTS**

Geographic Coverage: Americas (US, Canada, and Latin America) – Commercial Distributors and Contractors

LANCASTER, PA – Effective Monday, August 13, 2018, Armstrong Architectural Specialties will implement a price increase on list price items of 10% on average for all Metal-based products, including MetalWorks, Suspension, Hanging Kits, Trim, Clips, and other Metal Accessories.

“The industry is seeing significant increases in the cost of steel and aluminum raw materials. 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 custom and premium quotations will apply.

For longer-term quotes, we suggest the following pricing for all Metal-based products for 2018/2019:

- An additional increase of 10% for quotes on or after December 31, 2018 and
- An additional increase of 10% for quotes on or after June 30, 2019.

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

Armstrong will continue to monitor these volatile market conditions and will communicate additional changes as needed.

Thank you.

Date: June 12, 2018
Sales Bulletin: 2018-45D

**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, August 6, 2018, Armstrong Ceilings Solutions will:

- initiate an 8% price increase on all Armstrong mineral fiber and fiberglass ceiling panels;
and
- initiate a 5% price increase for grid products.

“In 2018, our industry has seen increases in the cost of raw materials, energy, transportation and operations,” said Charlie Chiappone, Senior Vice President – AWI Americas. “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 February 3, 2019, and
- Another additional increase of 5% for quotes on or after August 2, 2019.

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.



June 29, 2018

To Our Customers,

Effective Monday, August 13, 2018, USG will increase prices on the following products:

- All Commercial and Retail Ceiling Tile (including Gypsum Lay-in Panels) will increase 8%
- All Commercial and Retail Suspension systems (including Drywall Suspension Systems) will increase 8%.

Grid shipments will continue to be managed 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 fluid and cursive, with the first letters of the first and last names being capitalized and prominent.

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

COVERAGE AREA: All United States; Mexico and Latin America