



July 12, 2019

To Our Customers,

Effective Monday, August 12, 2019, USG will increase prices on the following products:

- All Commercial and Retail ceiling panels will increase as follows:
 - All mineral fiber ceiling panels and Gypsum Lay In Panels (GLIP) – 7%
 - Fiberglass panels – 9%

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

Date: July 1, 2019
Sales Bulletin: 2019-31DDC

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

Geographic Coverage: US – Commercial Distributors, Contractors and Retail

LANCASTER, PA – Effective Monday, August 5, 2019, Armstrong Ceiling Solutions will:

- Initiate a 7% price increase on all Armstrong mineral fiber and fiberglass ceiling panels

These actions reflect increased raw material costs.

For longer-term future quotes, we suggest the following pricing for 2020:

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

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

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

Date: July 1, 2019
Sales Bulletin: 2019-32DDC

ARMSTRONG ARCHITECTURAL SPECIALTIES
ANNOUNCES A PRICE INCREASE

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

LANCASTER, PA – Effective Monday, August 19, 2019, Armstrong Ceiling Solutions will implement a price increase on the following Architectural Specialties Ceilings and Walls products:

- A 4% price increase on all non-FSC constants finishes (CCY, CMA, CRW, CWA) and non-FSC bamboo finishes (BAN, BAP) for all Woodworks Veneer products, trim and accessories (excluding WoodWorks Tegral Shapes for DESIGNFlex)
- A 7% price increase on all FSC constants finishes (CCY, CMA, CRW, CWA) and FSC bamboo finishes (BAN, BAP) for all Woodworks Veneer products, trim and accessories
- A 12% price increase on all SoundSoak Baffles

These actions reflect increased raw material costs.

Please note the escalation table on the custom and premium quotations will continue to apply.

For longer-term sales opportunities for price list items, we suggest the following pricing for 2019/2020:

- An additional increase of 5% on or after December 31, 2019 and
- An additional increase of 5% on or after June 30, 2020.

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

We appreciate and thank you for your business.