



Thursday, March 15th, 2018

To: Our Valued Customers

**Subject: Price Increase Notice**

Please be advised due to the continued increase cost related to raw materials, we will be increasing our prices on the following products.

All Rockfon Metal Ceiling Products	March 26 <sup>th</sup> , 2018	Increase 5%
All CGC/Armstrong Ceiling Products	April 1 <sup>st</sup> , 2018	Increase 5%
All Steel Products	April 1 <sup>st</sup> , 2018	Increase 10%
All Plastic Trim-Tex Products	April 1 <sup>st</sup> , 2018	Increase 10%
All Rockfon Metal Ceiling Products	April 30 <sup>th</sup> , 2018	Increase 10%
All Steel Products	May 1 <sup>st</sup> , 2018	Increase 15%
All Grabber Fastener Products	May 1 <sup>st</sup> , 2018	Increase 5%
All Rockfon Metal Ceiling Products	June 4 <sup>th</sup> , 2018	Increase 5%

**Please check regularly for current cost on spruce and fire rated plywood.**

CGC and Armstrong are expected to following the same price increase as Rockfon. Please check for current pricing when quoting or placing orders. If you have any questions regarding this announcement, please contact us at any time.

Thank you for your continued support.

Yours truly,

**Garry O'Brien**

General Manager

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**Steve Thompson**

Sales Representative

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February 6, 2018

**Pricing Update:**

**March 26, 2018 – 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, March 26, 2018.

Thank you for your continued support. Please contact your representative if you have any questions.

**Part of the ROCKWOOL Group**

Date: January 31, 2018  
Sales Bulletin: 2018-08DDC

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

Geographic Coverage: Canada

LANCASTER, PA – Effective Monday, March 26, 2018, Armstrong World Industries will:

- initiate a 5% price increase on all Armstrong mineral fiber and fiberglass ceiling panels;
- initiate a 5% price increase for grid products; and
- initiate a 12% price increase on Architectural Specialties wall products, and a 6% price increase on all other Architectural Specialties products.

"In 2017, our industry has seen increases in the cost of raw materials, energy, transportation and operations," said Dave Cookson, 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 2018 and 2019:

- An additional increase of 5% for quotes on or after October 1, 2018, and
- Another additional increase of 5% for quotes on or after April 1, 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.

ARMSTRONG WORLD INDUSTRIES, INC.

Date : 31 janvier 2018  
Bulletin des ventes : 2018-08DDC

**LES SOLUTIONS DE PLAFOND ARMSTRONG AUGMENTE LE PRIX DES PANNEAUX DE  
PLAFOND EN FIBRE MINÉRALE OU FIBRE DE VERRE, DES TREILLIS ET DES SPÉCIALITÉS  
ARCHITECTURALES**

Couverture géographique : Canada

LANCASTER, PA – En vigueur dès le lundi 26 mars 2018, les Industries mondiales Armstrong vont :

- augmenter de 5 % le prix des panneaux de plafond en fibre minérale et fibre de verre;
- augmenter de 5 % le prix des produits de treillis;
- augmenter de 12 % le prix des produits muraux de spécialités architecturales, et de 6 % le prix de tous les autres produits de spécialités architecturales.

« En 2017, notre industrie a connu des hausses dans les coûts des matériaux bruts, de l'énergie, des transports et d'exploitation, expliquait Dave Cookson, vice-président principal de la division des Amériques d'AWI. Malgré nos efforts pour gérer l'entreprise dans une conjoncture inflationniste, une augmentation du prix est nécessaire pour pallier cet accroissement des coûts. Nous continuerons de nous concentrer sur l'offre de produits de qualité supérieure et innovateurs, sur la prestation d'un service de niveau mondial à nos précieux clients ainsi que sur des solutions de plafond et murales toujours appréciées. »

Pour les soumissions à long terme, nous suggérons de se référer à la tarification de 2018 et 2019 :

- Une augmentation supplémentaire de 5 % pour les soumissions présentées le 1<sup>er</sup> octobre 2018 ou par la suite.
- Une autre augmentation de 5 % pour les soumissions présentées le 1<sup>er</sup> avril 2019 ou par la suite.

Les lignes directrices suggérées ci-dessus sont basées sur l'information actuelle. Chaque distributeur demeure libre d'offrir une soumission au prix de son choix.

Comme toujours, nous apprécions votre clientèle et nous vous remercions de faire affaire avec nous.

LES INDUSTRIES MONDIALES ARMSTRONG INC.



March 1<sup>st</sup>, 2018

## ***TO: OUR CEILING CUSTOMERS - NATIONAL***

Please be advised that CGC Inc. will be increasing list prices on the following ceiling products effective **April 1<sup>st</sup>, 2018.**

**COMMERCIAL & RETAIL CEILING TILE.....5%**

**GYP SUM LAY-IN CEILING PANELS (GLIP).....5%**

**CEILING GRID & ACCESSORIES.....5%**

**SPECIALTY CEILINGS.....6%**

Any orders shipped on or after this date will be invoiced at the increased price.

Thank you for your continued support. If you have any questions, please contact your local CGC Sales Representative.

Mike Meagher

General Manager and Vice-President Sales, CGC



To: Our Valued Customers

**Subject: Price Increase – April 2018 Bailey Metal Products Ltd.**

Global Steel Mills continue to announce and implement immediate raw material price increases. This upward cost pressure is due to the impacts of global steel mill consolidation, increased global consumption and duties imposed on imports. We expect further raw material cost increases and tightened supply.

**Be advised that effective April 1<sup>st</sup>, 2018 all Bailey products in all regions will increase 8 to 10%.**

Bailey Metal Products is committed to provide a reliable and uninterrupted supply of quality products to meet your needs. Please contact your Bailey representative with any questions or if we can be of service in any way.

We appreciate your business and thank you for your continued support.

Sincerely,



Derick Vinthers  
Vice President of Sales

CC: Angelo Sarracini, Ken Meinert

Dear Customer,

As a result of increasing raw material prices and increased volatility in the steel and aluminum markets, Rockfon will increase Commercial Grid and Specialty Metal Ceilings on April 30 and June 4, 2018. These two increases give our customers some pricing guidance during this period of escalating steel costs.

**April 30, 2018 - Increase on all Commercial Grid and Specialty Metal Ceilings**

- **Rockfon Specialty Metal Ceiling products - 10%**
- **Chicago Metallic Grid products - 10%**

*This increase applies to all shipments in the U.S. and Canada on or after Monday April 30, 2018.*

**June 4, 2018 - Increase on all Commercial Grid and Specialty Metal Ceilings**

- **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, June 4, 2018.*

Rockfon reserves the right to review all orders based on reasonable comparison to historical purchase levels.

Thank you for your continued support. Please contact your Rockfon Sales representative if you have any questions.



March 13<sup>th</sup>, 2018

To: Our Valued Customers

**Subject: Price Increase – May 2018 Bailey Metal Products**

Countervailing duties enacted in 2016 by the US Commerce Department against some countries, and pending discussions of tariffs on steel imported from all countries have increased US mill pricing by over 30%. The US President's recent declaration under Section 232 of 25% duties on imports from all countries, effective March 23<sup>rd</sup>, has driven mill prices up immediately.

Canada has a temporary exemption from these tariffs. Regardless of this tariff being lifted, or not, Canadian mills will ship more steel than ever to the United States at higher prices than ever before. We have received notice from Canadian mills of immediate and ongoing price increases. We can no longer absorb these increases nor can we expect our distributors can. We have no choice but to pass these significant raw material increases on to end users. Please alert your Contractors and Builders of these rapidly occurring increases coming from the Mills!

**Please be advised that effective May 1, prices of all Bailey Metal Products will be increased by 15%.**

This increase will be in addition to the previously announced April 2<sup>nd</sup>, 2018 increase. We expect this volatility to continue resulting in further raw material cost increases and tightened supply.

Bailey Metal Products is committed to provide a reliable and uninterrupted supply of quality, code compliant products to meet your needs. Please contact your Bailey representative with any questions or if we can be of service in any way.

We appreciate your business and thank you for your continued support.

Sincerely,



Derick Vinthers  
Vice President of Sales

CC: Angelo Sarracini, Ken Meinert