

November 22, 2011

Dear Customer:

Guardian Fiberglass is announcing a price increase on fiberglass building insulation products sold in the United States effective January 1, 2012. Economic pressures from increased raw materials and transportation costs are the main drivers behind this decision. The details of the increase are as follows:

- Residential Roll and Batt Insulation 5%
- Commercial Roll and Batt Insulation 5%
- Supercube II and EZ Attic Loose Fill 10%
- All other Loose Fill Products 5%
- Manufactured Housing Insulation 5%
- Metal Building Insulation 5%
- Reflective Insulation 5%
- Industrial Insulation 5%

This increase applies to all orders shipped on or after January 1, 2012. Your sales representative will be able to assist you with lead times on deliveries placed through the price transition period. Also, Guardian Fiberglass will continue to apply our fuel surcharge policy as previously communicated on April 13, 2011.

Quarterly Avg. Retail Price * #2 Diesel US \$/Gallon	Fuel Surcharge per T/L# **
\$3.26 - \$3.75	\$120
\$3.76 - \$4.25	\$180
\$4.26 - \$4.75	\$240
\$4.76 - \$5.25	\$300

\* The quarterly Avg. Retail Price per Gallon for the #2 Diesel can be found at <http://tonto.eia.doe.gov/>

\*\* Fuel Surcharges are prorated on partial truckload shipments.

New price sheets will be distributed to you in the near future. Please contact your sales manager with specific questions regarding this price increase. We at Guardian Fiberglass appreciate your business and support.

Sincerely,



Jeff Chastain  
 Vice President and General Manager  
 Guardian Insulation