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## **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.