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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.