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## AWI WAVE GRID PRICE INCREASE BULLETIN

### ARMSTRONG CEILINGS SOLUTIONS TO INCREASE PRICE OF SUSPENSION SYSTEMS AND AXIOM PRODUCTS

Geographic Coverage: US – Commercial Distributors and Contractors

LANCASTER, PA – Armstrong Ceiling Solutions today announced the following actions:

- Effective April 16, 2018, an 11% increase on the list price for all suspension systems
- Effective April 16, 2018, a 7% increase on the list price for all Axiom products
- Effective immediately, a 7% increase to all currently effective price exceptions for suspension systems
- Effective immediately, a managed inventory program designed to ensure continued service levels throughout all regions, with program details and procedures to be provided through authorized sales representatives

**“Over the last several months, our industry has seen significant increases in the cost of steel and aluminum raw materials,”** said Charlie M. Chiappone, Senior Vice President – Ceilings Solutions. **“While Armstrong and Worthington Armstrong Venture remain diligently focused on effectively** managing through this challenging inflationary environment, these measures are necessary at this time. We will continue to focus on delivering innovative, high-quality products and world-class service to our valued customers, and the ceiling and wall solutions they value. We appreciate your business as we navigate these volatile market conditions.”

Thank you.

*The price increases and programming changes identified in this Sales Bulletin apply to the suspension system and Axiom products sold by the Worthington Armstrong Venture.*