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Sales Bulletin: 2019-01DDC

ARMSTRONG ARCHITECTURAL SPECIALTIES ANNOUNCES A PRICE INCREASE

Geographic Coverage: US and Latin America – Commercial Distributors and Contractors

LANCASTER, PA – Effective Monday, February 18, 2019, Armstrong Ceiling Solutions will implement a price increase on the following Architectural Specialties Ceilings and Walls products:

- A 3% price increase on all SoundScapes Acoustical Canopies, SoundScapes Blades, SoundScapes Baffles, SoundScapes Basics and SoundScapes Shapes.
- A 6% price increase on all Infusions Accent Canopies, Infusions Blades, Infusions Panels & Sheets and Infusion Shapes.
- A 10% price increase on all MetalWorks Concealed and MetalWorks Capz.
- A 5% price increase on all Tectum list and price guide products, including Interiors, Roof Deck and Accessories.

In addition to the price increases announced above and to provide for price corrections in certain metro markets in support of our standard national pricing methodology, we are implementing certain price corrections for nationally delivered pricing (within the forty-eight contiguous states, as well as Alaska and Hawaii).

“In the past year, our industry has seen increases in the cost of raw materials, transportation and operations. In addition, our products have been impacted by a series of tariffs announced by the United States on goods and materials that are manufactured in China. Despite our best efforts to manage these increasing costs, a price increase is required to offset the additional cost” said Stephen Bresnahan, Vice President - Commercial Solutions.

Please note the escalation table on the custom and premium quotations will continue to apply. For longer-term quotes, we suggest an additional increase of 5% for quotes on or after June 30, 2019. These foregoing suggested guideline is based on current information. Each distributor remains free to quote at whatever price it may choose.

We appreciate and thank you for your business.