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Sales Bulletin: 2019-32DDC

ARMSTRONG ARCHITECTURAL SPECIALTIES ANNOUNCES A PRICE INCREASE

Geographic Coverage: Americas (US, Canada, and Latin America) – Commercial Distributors and Contractors

LANCASTER, PA – Effective Monday, August 19, 2019, Armstrong Ceiling Solutions will implement a price increase on the following Architectural Specialties Ceilings and Walls products:

- A 4% price increase on all non-FSC constants finishes (CCY, CMA, CRW, CWA) and non-FSC bamboo finishes (BAN, BAP) for all Woodworks Veneer products, trim and accessories (excluding WoodWorks Tegral Shapes for DESIGNFlex)
- A 7% price increase on all FSC constants finishes (CCY, CMA, CRW, CWA) and FSC bamboo finishes (BAN, BAP) for all Woodworks Veneer products, trim and accessories
- A 12% price increase on all SoundSoak Baffles

These actions reflect increased raw material costs.

Please note the escalation table on the custom and premium quotations will continue to apply.

For longer-term sales opportunities for price list items, we suggest the following pricing for 2019/2020:

- An additional increase of 5% on or after December 31, 2019 and
- An additional increase of 5% on or after June 30, 2020.

The above suggested guidelines are based on current information. Each distributor remains free to quote at whatever price it may choose.

We appreciate and thank you for your business.