

Date: December 13, 2021  
Sales Bulletin: 2021-88DDC

**ARMSTRONG ARCHITECTURAL SPECIALTIES ANNOUNCES A  
PRICE INCREASE ON CEILINGS & WALLS SYSTEMS PRODUCTS**

Geographic Coverage: United States, Canada and Latin America  
Commercial Distributors and Contractors

LANCASTER, PA – Effective Monday, February 7, 2022, Armstrong Architectural Specialties will implement a price increase of:

- Up to 10% on all Metal-based List products, including MetalWorks, Suspension, Hanging Kits, Trim, Clips, and other Metal Accessories
- Up to 5% on all Woodworks list products, including trim and other Wood Accessories
- Up to 10% on all Feltworks products
- Up to 7% on all other Architectural Specialties ceilings and walls list products.

These actions reflect increases in the cost of transportation and raw materials.

Pricing in CAD will be adjusted on all AS Ceilings and Walls products to align with our USD pricing, adjusting for the exchange rate.

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

For longer-term future quotes, we suggest the following pricing for 2022/2023:

- An additional increase of 10% for quotes on or after August 1, 2022, and
- Another additional increase of 5% for quotes on or after February 2023

This Pricing Bulletin and the above guidance are based on currently available information and reflect conditions at this time. Consistent with past practices, we will provide updated pricing information in the form of list pricing, bulletins or other notifications, as appropriate, as additional information becomes available. As always, you remain free to quote, price and contract at whatever pricing you may choose in your discretion. Please always feel free to contact your local area manager with any questions or requests for assistance.

As always, we appreciate and thank you for your business.

Charlie Chiappone  
SVP, Ceiling & Wall Solutions