



The Dow Chemical Company
Midland, MI 48674
U.S.A.

02/07/2018

DOW BUILDING SOLUTIONS PRICE INCREASE ANNOUNCEMENT

Dear Valued Customer:

Effective March 9, 2018, or as contracts allow, Dow Building Solutions, a business unit of The Dow Chemical Company, will increase the selling prices of all Wall Polyisocyanurate products by three percent (3%) in North America.

Multiple factors including persistent raw material costs and freight cost increases have driven this action.

Orders with scheduled ship dates on or before Thursday, March 8, 2018 will receive current prices. All orders placed on or after February 27, 2018 will be subject to new pricing. Pricing arranged for future orders prior to this announcement will be handled on a case-by-case basis. To manage orders for these products during this period (February 07, 2018 through March 8, 2018), Dow reserves the right to limit the quantity purchased in advance of this increase.

Your new product specific prices are attached below. If you have any questions, please contact your local Dow sales representative.

We are committed to delivering the highest level of service, providing quality products and helping you enhance your business. Thank you for the opportunity to supply your needs and for your continued support and understanding.

Sincerely,

A handwritten signature in black ink, appearing to read "Tom Evans".

Tom Evans
Business Director – Americas
Dow Building Solutions



The Dow Chemical Company
Midland, MI 48674
U.S.A.

February 22, 2018

DOW BUILDING SOLUTIONS PRICE INCREASE ANNOUNCEMENT

Dear Valued Customer:

Effective April 13, 2018, or as contracts allow, Dow Building Solutions, a business unit of The Dow Chemical Company, will increase the selling prices of all STYROFOAM™ Brand Extruded Polystyrene Insulation by seven percent (7%) in North America.

Multiple factors including transportation cost increases and raw material costs have driven this action.

Orders placed prior to the close of business on Thursday, April 5, 2018, which have scheduled ship dates on or before Thursday, April 12, 2018 will receive the current prices. All orders placed on or after Friday, April 13, 2018 will be subject to the new price. Pricing arranged for future orders prior to this announcement will be handled on a case by case basis. To manage orders for these products during this period (February 22, 2018 through April 12, 2018), Dow reserves the right to limit the quantity purchased in advance of this increase.

Your new product specific prices will be communicated to you by Wednesday, March 14, 2018. If you have any questions, please contact your local Dow sales representative.

We are committed to delivering the highest level of service, providing quality products and helping you enhance your business. Thank you for the opportunity to supply your needs and for your continued support and understanding.

Sincerely,

A handwritten signature in black ink, appearing to read "Tom Evans".

Tom Evans
Business Director – Americas
Dow Building Solutions

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