



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

October 11, 2018

PERFORMACE BUILDING SOLUTIONS PRICE INCREASE ANNOUNCEMENT

Dear Valued Customer:

Effective Monday, November 12, 2018 or as contracts allow, Performance 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.

Orders placed prior to the close of business on Wednesday, October 31, 2018, which have scheduled ship dates on or before Friday, November 9, 2018 will receive the current prices. All orders placed on or after November 1, 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 (October 12, 2018 – November 11, 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 October 31, 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.

*****Please note effective 11/1/18 we will undergo a legal entity change - Information on the Legal Entity Name, Mailing Addresses, VAT Numbers, Tax ID Numbers and FAQs can all be found at: www.dow.com/dwdp-changes.***

*****Due to this change, we will have a shipping holiday on November 1-2, 2018. Please plan accordingly.***

Sincerely,

Tom Evans
Business Director – Americas
Dow Building Solutions