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Sales Bulletin: 2020-01DDC

## **ARMSTRONG ARCHITECTURAL SPECIALTIES ANNOUNCES A PRICE INCREASE**

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

LANCASTER, PA – Effective Monday, February 3, 2020, Armstrong Ceiling Solutions will implement a price increase on the following Architectural Specialties Ceilings and Walls products:

- A 3% price increase on all Infusions Accent Canopies (Solid Polycarbonate), Infusions Panels and Sheets and Infusion Shapes ceiling products
- A 13% price increase on all Infusions Blades Concepts ceiling products
- A 3% price increase on all Infusions Partitions, Infusion Sheets and Infusion wall products

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 2020/2021:

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