

Date: December 14, 2020
Sales Bulletin: 2020-66DDC

ARMSTRONG ARCHITECTURAL SPECIALITES
ANNOUNCES A TECTUM PRICE INCREASE

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

LANCASTER, PA – Effective Monday, February 1, 2021, Armstrong Architectural Specialties will implement a 3% increase for the following Tectum products:

- 3% on all Tectum products on our pricelist (including accessories)
- 3% increase on all Tectum price guide Interiors, Roof Deck and accessory products excluding Panel Art, Baffles, Shapes and Finale

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

These actions reflect increased raw material, freight, and labor costs.

As a reminder, all pricing for Tectum products not on our price list should be quoted through our OneQuote tool. An updated Tectum pricing guide will be sent out in January 2021 however, this will be the last issue of this price guide. By the end of 2021, all non-list products will be required to be priced thru OneQuote.

Please note the escalation table on all Tectum quotations will apply.

For longer-term future quotes, we suggest the following pricing for 2021/2022:

- An additional increase of 5% for quotes on or after August 2, 2021, and
- Another additional increase of 5% for quotes on or after February 1, 2022

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.

These are challenging and unique conditions and we hope that you, your families, and your colleagues are safe and well. We are, however, hopeful that conditions will soon improve, and we look forward to working with you to grow and accelerate your business.

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

Charlie Chiappone
SVP, Ceiling & Wall Solutions