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Sales Bulletin: 2018-04DDC

**ADDITIONAL INFORMATION REGARDING ARMSTRONG CEILINGS SOLUTIONS
PRICE INCREASE OF ARCHITECTURAL SPECIALTIES PRODUCTS**

LANCASTER, PA - Armstrong Ceiling Solutions is providing additional details regarding their previously announced 12% price increase on Architectural Specialties wall products and a 6% price increase on all other Architectural Specialties products effective Monday, February 5, 2018, in Sales Bulletin 2017-47DDC.

- Architectural Specialties wall products Infusions and Woodworks Ekos will increase by 12%.
- All other wall products (excluding Tectum) will increase by 6%.
- Select MetalWorks Effect panels will increase by 6%.
- Select MetalWorks PureWood Finishes will increase by 6%.
- Select WoodWorks will increase by 6%.
- Select Soundscape will increase by an average of 6%.
- Select trim/accessories will increase by an average of 9%.

Armstrong anticipates that it will reevaluate its Tectum product line in the upcoming months. "In 2017, our industry has seen increases in the cost of raw materials, energy, transportation and operations," said Dave Cookson, Senior Vice President – AWI Americas. "Despite our best efforts to manage during inflationary environments, a price increase is required to cover these increased costs. We will continue to focus on delivering innovative high quality products and world class service to our valued customers, and the ceilings and wall solutions they value."

The above suggested guidelines are based on current information. Each distributor remains free to quote at whatever price it may choose.

We thank you for your business and are enthusiastic to win Architectural Specialties opportunities with you in 2018.

If you have any questions, please contact any of the following:

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