



December 21, 2020

To Our Customers,

Effective Monday, February 1, 2021, USG will increase prices on the following products:

- Commercial and Retail ceiling panels will increase 7 - 9%
  - Including Mineral Wool panels, Fiberglass panels and Gypsum Lay-In panels (GLIP)
  - A small subset of panels will increase more than 9%. Please consult your individual price lists for details
- All Commercial and Retail suspension systems will increase 10% (including drywall suspension systems)

Grid shipments will be managed as necessary to ensure an equitable distribution. If you have questions about escalation guidelines, please contact your sales representative. As always, we appreciate your business, and look forward to our continued partnership.

Sincerely,

A handwritten signature in black ink, appearing to read "Matthew Peltier".

Vice President Sales  
USG Ceilings

## COVERAGE AREA

All United States



December 21, 2020

To Our Customers,

Effective Monday, February 1, 2021, USG will increase prices on the following products:

- All Specialty Ceilings will increase in the US up to 10%
  - Includes USG Specialty
  - Includes USG Ceilings Plus – Custom
  - Includes USG Ceilings Plus – Design Solutions

If you have questions about escalation guidelines, please contact your sales representative. As always, we appreciate your business, and look forward to our continued partnership.

Sincerely,

A handwritten signature in black ink, appearing to read "Matthew Pichney".

Vice President Sales  
USG Ceilings

#### **COVERAGE AREA**

All United States

Date: December 14, 2020  
Bulletin: 2020-67DDC

**ARMSTRONG CEILING SOLUTIONS  
PRICING BULLETIN  
FOR MINERAL FIBER, FIBERGLASS CEILING PANELS**

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

LANCASTER, PA – Effective Monday, February 1, 2021, Armstrong Ceiling Solutions will:

- Initiate a 7% price increase on all mineral fiber and fiberglass ceiling panels

***These actions reflect increased raw material and operating costs.***

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

Inspiring Great Spaces®

**Armstrong**  
CEILING SOLUTIONS

DATE: December 14, 2020  
BULLETIN: 2020-68DDC

**ARMSTRONG CEILING SOLUTIONS**  
**TO INCREASE PRICE OF SUSPENSION SYSTEMS**

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

LANCASTER, PA – Effective February 1, 2021, Armstrong Ceiling Solutions will initiate a 10% increase on the list price of all suspension systems.

Effective immediately, a managed inventory program designed to ensure continued service levels will be implemented throughout all regions, with program details and procedures to be provided through authorized sales representatives.

These actions reflect increased raw material costs.

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

Date: December 14, 2020  
Sales Bulletin: 2020-69DDC

## **ARMSTRONG ARCHITECTURAL SPECIALTIES ANNOUNCES A PRICE INCREASE ON STEEL AND ALUMINUM CEILING & WALL SYSTEMS PRODUCTS**

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 price increase on list price items of 7% on average for all Metal-based products, including MetalWorks, Suspension, Hanging Kits, Trim, Clips, and other Metal Accessories.

These actions reflect increases in the cost of steel and aluminum raw materials.

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

Please note the escalation table on all custom and premium 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

Inspiring Great Spaces®

**Armstrong**  
CEILING SOLUTIONS