

Date: December 18, 2019  
Sales Bulletin: 2019-64DDC

**ARMSTRONG CEILINGS SOLUTIONS TO INCREASE PRICE OF  
MINERAL FIBER, FIBERGLASS CEILING PANELS AND GRID**

Geographic Coverage: US and Latin America – Commercial Distributors, Contractors and Retail

LANCASTER, PA – Effective Monday, February 3, 2020, Armstrong Ceiling Solutions will:

- Initiate a 5% price increase on all mineral fiber and fiberglass ceiling panels
- Initiate a 5% price increase on all grid products

These actions reflect increased raw material and operating costs.

For longer-term future quotes, we suggest the following pricing for 2020:

- An additional increase of 5% for quotes on or after August 3, 2020, and
- Another additional increase of 5% for quotes on or after February 1, 2021

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

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



January 10, 2020

To Our Customers,

Effective Monday, February 10, 2020, USG will increase prices on the following products:

- All Commercial and Retail ceiling panels will increase as follows:
  - Fiberglass panels – 7%
  - All other panels including Gypsum Lay In Panels (GLIP) – 5%
- All Commercial and Retail suspension systems will increase 5%. (including drywall suspension systems)

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

Sincerely,

A handwritten signature in black ink, reading "Matt Byrne".

Matt Byrne  
Vice President Sales, East  
USG Ceilings

A handwritten signature in black ink, reading "Matt Ackley".

Matt Ackley  
Vice President Sales, West  
USG Ceilings

**COVERAGE AREA:** All United States