



March 20, 2018

To: U.S. CertainTeed Ceilings Customers

Subject: CertainTeed Ceilings Price Increase Notice

Effective with all shipments on or after **May 1, 2018**, CertainTeed Ceilings will increase the price on **all suspension system products up to 10% and perimeter trim products up to 7%** for all U.S. Customers. This price increase is the result of cost increases in steel and transportation.

In addition, **all price exceptions for suspension system products will increase 7% on May 1, 2018. All outstanding project quotes for suspension system products** will have the **suspension system products increased 7% on April 30, 2018** and **will terminate on September 30, 2018 (suspension system products only will terminate).**

Effective immediately, we will no longer provide new project quotes for suspension system products including but not limited to classic stab, elite stab and drywall grid systems.

At this time, we do not expect to implement a managed availability program in the near future. However, the steel market is in a period of significant volatility. We will closely monitor available supply and inform you at the earliest possible time, if and when, we need to implement such a program.

Please contact your CertainTeed Ceilings area representative for guidance on all project quotes. New price lists will be provided to you by your CertainTeed Ceilings representative.

We, at CertainTeed Ceilings, very much appreciate your business.

Yours truly,

A handwritten signature in black ink, appearing to read "Eric J. Brown".

Eric J. Brown
CertainTeed Ceilings

