

Sales Bulletin: 2009-91DDC

December 15, 2009

Grid Price Increase

Geography: US Commercial and Retail

The following trends continue to impact grid manufacturing costs:

- Base steel costs, after increasing by 8-10 % in August, retracted and steadied during the 3Q. Now, major steel producers are again implementing increases with hot rolled, cold rolled and coated products.
- Steel scrap prices have risen steadily for 6 months.
- Zinc prices have risen 104% since February
- Steel service centers continue destocking inventory

In light of these cost increases, prices on Armstrong Suspension Systems will increase 5% effective with shipments on Monday, February 1, 2010. Axiom, Serpentina and drywall grid products are not included in this increase.

Our Quotation Policy remains unchanged:

- Armstrong will only quote for shipment six months beyond the date of initial quote
- We will quote only projects of 100,000 SF or greater
- Quotes will be issued for specific, identifiable projects
- Quotes will NOT be automatically extended beyond the initial six month period
- Orders must be placed with 90 days of the initial date of quote
- The order must ship within six months of the initial date of quote

We suggest the following guidelines for 2010:

- 3% increase – July 5, 2010

These guidelines should be considered as information from one resource. Quotations to your customers will reflect your own views and perspectives of the marketplace in which you compete.

Despite the difficult economy, we continue to invest in people and new product development in support of our mutual business. We appreciate your business and support.