

Sales Bulletin: 2011-45DDC

June 15, 2011

Coverage: US - Commercial and Retail

August 1, 2011
US Commercial and Retail Ceilings and Grid Price Bulletin

Effective Monday August 1st, 2011, **the prices of Armstrong mineral fiber and glass fiber ceiling products will increase by 5%.**

This action reflects increases in raw materials and transportation costs.

At the same time, **prices on Armstrong Commercial and Retail Suspension Systems including Drywall Suspension will increase 5% effective with shipments on Monday, August 1st, 2011.** Axiom and Serpentina products are not included in this increase.

Uncertainty in the steel market and recent mill price increases warrant this action.

Please note that the stop-off charge for all shipments will be \$125 as of August 1st.

For Commercial customers:

Please use the following guidelines for projects you quote into 2012.

- **Commercial Ceilings price guidelines**
 - +5% for quotes on or after January 30, 2012
 - +5% for quotes on or after July 30, 2012

- **Commercial Grid price guidelines**
 - +3% for quotes on or after January 30, 2012
 - +3% for quotes on or after July 30, 2012

We continue to invest in people and new products in support of our mutual opportunities.
Thank you for your business.