

Date: October 12, 2020  
Sales Bulletin: 2020-42DDC

**ARMSTRONG CEILINGS SOLUTIONS PRICING BULLETIN  
FOR SUSPENSION SYSTEMS, INCLUDING AXIOM AND SERPENTINA**

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

LANCASTER, PA – Effective as of Monday, December 7, 2020, we are initiating a 7.5% price increase on Suspension Systems, including Axiom and Serpentina.

This price increase is a result of higher raw material costs and tightening supply chain markets, including but not limited to aluminum, zinc and steel.

For longer-term future quotes, we suggest the following pricing for 2021:

- An additional increase of 5% for quotes on or after July 5, 2021

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.

We will continue to focus on delivering innovative high-quality products and world class service to our valued customers, and the ceilings and wall solutions they value.

Thank you for your continued support and business.

Charlie Chiappone  
SVP, Ceiling & Wall Solutions