

Date: December 14, 2020  
Sales Bulletin: 2020-69DDC

**ARMSTRONG ARCHITECTURAL SPECIALITES ANNOUNCES A PRICE INCREASE  
ON STEEL AND ALUMINUM CEILINGS & WALLS SYSTEMS PRODUCTS**

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

LANCASTER, PA – Effective Monday, February 1, 2021, Armstrong Architectural Specialties will implement a price increase on list price items of 7% on average for all Metal-based products, including MetalWorks, Suspension, Hanging Kits, Trim, Clips, and other Metal Accessories.

These actions reflect increases in the cost of steel and aluminum raw materials.

Pricing in CAD will be adjusted on all AS Ceilings and Walls products to align with our USD pricing, adjusting for the exchange rate.

Please note the escalation table on all custom and premium quotations will apply.

For longer-term future quotes, we suggest the following pricing for 2021/2022:

- An additional increase of 5% for quotes on or after August 2, 2021, and
- Another additional increase of 5% for quotes on or after February 1, 2022

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.

These are challenging and unique conditions and we hope that you, your families, and your colleagues are safe and well. We are, however, hopeful that conditions will soon improve, and we look forward to working with you to grow and accelerate your business.

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

Charlie Chiappone  
SVP, Ceiling & Wall Solutions