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**ARMSTRONG CEILING SOLUTIONS
PRICING BULLETIN
FOR MINERAL FIBER, FIBERGLASS CEILING PANELS**

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

LANCASTER, PA – Effective Monday, February 1, 2020, Armstrong Ceiling Solutions will:

- Initiate a 7% price increase on all mineral fiber and fiberglass ceiling panels

These actions reflect increased raw material and operating costs.

For longer-term future quotes, we suggest the following pricing for 2020:

- 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