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NOVEMBER 6, 2017
ARMSTRONG CEILING SOLUTIONS TO INCREASE PRICE OF
SUSPENSION SYSTEMS, INCLUDING AXIOM AND SERPENTINA

LANCASTER, PA - Effective as of Monday, November 6, 2017, Armstrong Ceiling Solutions will initiate a 5% price increase on Suspension Systems, including Axiom and Serpentina.

This price increase reflects increased raw materials costs and tightening supply of materials, such as increased Zinc prices driven upward by the cost of hot-dipped galvanized steel. The rising premiums for galvanized steel are continuing to outpace the prices for base hot rolled steel. Additionally, Section 232 investigation and action loom over the steel industry, and such increased uncertainty has increased speculation on steel imports and rising steel prices.

For Commercial Customers:

For longer-term quotes, we suggest the following pricing for 2018:

- ☐ An additional increase of 5% for quotes on or after February 5, 2018, and
- ☐ Another additional increase of 5% for quotes on or after July 30, 2018.

The above suggested guidelines are based on current information. Each distributor remains free to quote at whatever price it may choose. We will continue to monitor the commodity price and service trends and take action earlier if warranted.

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.

If you have any questions, please contact your Armstrong sales representative.