

December 19, 2017  
Sales Bulletin: 2017-47DDC

**ARMSTRONG CEILINGS SOLUTIONS TO INCREASE PRICE OF MINERAL FIBER,  
FIBERGLASS CEILING PANELS, GRID AND ARCHITECTURAL SPECIALTIES**

Geographic Coverage: US and Latin America – Commercial Distributors and Retail

LANCASTER, PA – Effective Monday, February 5, 2018, Armstrong World Industries will:

- initiate a 5% price increase on all Armstrong mineral fiber and fiberglass ceiling panels;
- initiate a 5% price increase for grid products; and
- initiate a 12% price increase on Architectural Specialties wall products, and a 6% price increase on all other Architectural Specialties products.

“In 2017, our industry has seen increases in the cost of raw materials, energy, transportation and operations,” said Dave Cookson, Senior Vice President – AWI Americas. “Despite our best efforts to manage during inflationary environments, a price increase is required to cover these increased costs. 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.”

For longer-term future quotes, we suggest the following pricing for 2018 and 2019:

- An additional increase of 5% for quotes on or after August 6, 2018, and
- Another additional increase of 5% for quotes on or after February 4, 2019.

The above suggested guidelines are based on current information. Each distributor remains free to quote at whatever price it may choose.

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

ARMSTRONG WORLD INDUSTRIES, INC.