

Sales Bulletin: 2014-35DDC

June 23, 2014

Coverage: US and Canada -- Commercial and Retail

**August 4, 2014**  
**Commercial and Retail**  
**Core Ceilings Price Bulletin and Canada Core Grid Price Bulletin**

Effective Monday, August 4, 2014, prices of Armstrong Core Ceilings will increase by 5%.

These actions reflect increases in raw materials and transportation costs.

The same ceiling increase will go into effect in Canada on September 1, 2014.

Also effective in Canada on Monday, September 1, 2014, Armstrong Suspension Grid and Drywall Grid will increase 5%, excluding Accessories, Flex Molding, DC Flexzone, Axiom, and Serpentina.

These actions are a result of increased steel costs due to unplanned outages, increase in scrap costs, and stronger than expected demand across multiple segments.

For Commercial customers:

The following are guidelines for your 2015 project price quotations.

- **Commercial Ceilings price guidelines**
  - +5% for quotes on or after February 2, 2015
  - +5% for quotes on or after August 3, 2015
  
- **Commercial Grid price guidelines**
  - +5% for quotes on or after February 2, 2015
  - +5% for quotes on or after August 3, 2015

We continue to invest in people and new products in support of our mutual opportunities.  
Thank you for your business.