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Sales Bulletin: 2014-71DDC

Coverage: US & LA -- Commercial and Retail

February 2, 2015 Commercial and Retail Ceilings and Grid Price Bulletin

Effective Monday, February 2, 2015, **prices of Armstrong core ceilings will increase 5%.**
Architectural Specialties products will not increase at this time.

These actions reflect increased raw material and transportation costs.

For Commercial Customers:

For future quotes, the following are our guidelines for 2015, and into 2016.

- **Commercial Core Ceilings price guidelines**
 - +5% for quotes on or after August 3, 2015
 - +5% for quotes on or after February 1, 2016
- **Architectural Specialties price guidelines**
 - +3% for quotes on or after August 3, 2015
 - +5% for quotes on or after February 1, 2016
- **Commercial Grid price guidelines**

Current steel market activity does not indicate the need for a grid price increase in the first quarter of 2015. We will continue to monitor the situation and advise as needed. For guidance only, you may anticipate up to a 5% increase in the second quarter of 2015.

- +5% for quotes on or after February 1, 2016

We continue to invest in people and new products in support of our mutual opportunities.

Thank you for your business.