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Sales Bulletin: 2021-67DDC

## **ARMSTRONG ARCHITECTURAL SPECIALTIES ANNOUNCES A PRICE INCREASE ON CEILINGS & WALLS SYSTEMS PRODUCTS**

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

LANCASTER, PA – Effective Monday, October 18, 2021, Armstrong Architectural Specialties will implement a price increase on the following list price items:

- Up to 10% for all Metal-based products, including MetalWorks, Suspension, Hanging Kits, Trim, Clips, and other Metal Accessories
- Up to 5% for all WoodWorks ceiling and wall products and Wood Accessories
- Up to 10% on all FeltWorks products and Felt Accessories

These actions reflect increased transportation and raw materials costs.

Please note the escalation table on all custom and premium quotations will apply.

For longer-term future quotes, we suggest the following pricing for 2022:

- 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.

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

Charlie Chiappone  
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