



ARMACELL LLC

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December 4th, 2017

Dear Armacell Customer,

Armacell LLC and Armacell Canada Inc. are announcing a price increase of **5%** on all polyethylene foam insulation effective with products shipped on **February 1st, 2018**. All orders shipped before this date will reflect existing pricing.

These increases are necessary due to rising underlying costs since our last general price increase.

The new price lists will be available by the close of business on or before January 1st, 2018. Your sales representative will be able to answer any questions you may have.

As always, Armacell will continue to make every effort to minimize the impact of cost increases and assure mutually profitable growth. We will continue to:

- Continually seek increased efficiency in our manufacturing and distribution centers.
- Leverage our global buying power on behalf of our business partners.
- Seek and evaluate new suppliers worldwide.
- Align with the lowest cost producers.

We appreciate your understanding and thank you for your continued business. Armacell Family of Companies remain committed to providing you with the highest quality products, service and technical support in the industry.

Sincerely,

William G. Morrison
General Manager- Insulation
Armacell LLC