

May 20, 2019

Dear Valued Customer:

Johns Manville Industrial is announcing a price increase effective **July 15, 2019**. Cost inflation in raw materials, energy, labor and transportation necessitate these adjustments. The price increase applies to the following products:

MinWool-1200® Pipe Insulation Mineral Wool Pipe Insulation	4%
MinWool-1200® Pipe and Tank Wrap	4%
MinWool-1200® Fabricated Insulation Preformed Pipe Insulation, Field-Formed Pipe Insulation, Precision Cut Pipe Insulation, Metal Mesh Blanket, Lamella Tank Wrap	4%
MinWool-1200® Mitered Fittings	4%
MinWool-1200® Fabricated Sectional Pipe Insulation	4%
CalCoat-127®	10%

This price increase will apply to all orders shipped on or after **July 15, 2019** regardless of the date of order placement. To ensure shipment by July 15, 2019 Johns Manville Industrial recommends placing orders early. Please check with your Customer Advocate as this date approaches for information on current product lead times.

New discounts off existing list prices for MinWool-1200® products will be communicated prior to the effective date. Johns Manville will be restructuring the list price structure of CalCoat-127®. The change in list price, combined with a revised discount will net a 10% increase. The new list price and discount for CalCoat-127® will be communicated prior to the effective date. Johns Manville reserves the right to monitor all orders placed between now and the date of increase and limit quantities if necessary.

If you have any questions about the implementation of this increase, please contact your Sales Representative or Account Manager. Thank you for your ongoing support of JM products.



Eric Alley
Industrial Sales Leader
Johns Manville Industrial
Insulation Systems