



November 10, 2017

Dear Valued Insulation Customer:

CertainTeed is announcing a price increase on all residential and commercial insulation products effective with shipments on and after January 15, 2018.

Unfaced & Faced Batts & Rolls

Sustainable Insulation including SpeedyR™, EasyTouch™	
• All Building Insulation R-values	12%
FSK & PSK	12%
Manufactured Housing Insulation	12%
CertaPro™ Commercial Batts	12%
Basement Wall Insulation	12%

Blowing Wool

InsulSafe® SP Premium Blowing Wool	15%
OPTIMA® Blowing Insulation	15%
TrueComfort® Premium Blowing Wool	15%

Smart Vapor Retarder

MemBrain™ Smart Vapor Retarder	5%
--------------------------------	----

This price increase is driven by the need for ongoing capital investment to support customer growth.

We anticipate a spike in demand for insulation products through the 4th Quarter of 2017. In order to ensure no service interruptions during this period, we strongly recommend that you place orders with firm specifications by close of business Friday, December 29, 2017. All orders shipped on or before January 14, 2017 will receive current pricing.

The fuel surcharge will remain at \$60 through the 4th quarter of 2017.

Thank you for your continued cooperation and support.

Sincerely,

Rob Malandra
VP Residential & Commercial Sales
Insulation Group

