



CEILING SYSTEMS

[Between us, ideas become reality.]

Sales Bulletin: 2008-23DDC

March 18, 2008

Since our January 2008 advisory, steel prices in the US and around the world continue to escalate at a higher than expected rate. The major influencing factors continue to include:

- Strong world demand for steel
- Iron ore price hikes of 65% to 71% agreed for 2008 contracts
- China's continued consumption of steel to support growth of their infrastructure
- Raw material prices continue to rise
- Scrap prices remain high to keep pace with other metallics
- Surging ocean freight rates
- US Dollar remains weak

As a result of this rapid escalation in steel costs, prices on US Commercial Suspension Systems, including Axiom and Serpentina will increase 7% effective with shipments Monday April 28, 2008.

With continued consolidation of the steel industry and continued raw material increases there is a possibility of further price increases. With the volatility of the steel market, we will be monitoring this situation closely and will take appropriate pricing action only when the situation requires it.

We value your business and thank you for your continued support.

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