



CEILING SYSTEMS

[Between us, ideas become reality.]

Sales Bulletin: 2008-58DDC

July 18, 2008

Grid Price Increase Announcement

Effective with shipments **Monday, September 15** prices for Armstrong Commercial Suspension Systems, including Drywall Suspension will increase an additional 5% in the **MidAtlantic and South Regions**. Axiom and Serpentina are not included with this increase. The rapid and significant steel cost increases we have absorbed are no longer sustainable at the present price levels in those areas without this corrective action. Those states include:

Virginia	Maryland	North Carolina	South Carolina
Georgia	Florida	Alabama	Mississippi
Arkansas	Tennessee		

Escalators

Only for your planning purposes, we suggest the following guidelines for future pricing:

- Guideline escalators
 - January 1, 2009 5%
 - April 1, 2009 3%
 - July 1, 2009 5%
 - October 1, 2009 3%
- These Guidelines are suggested price levels and are **not a commitment for specific pricing**. They are not obligations for extended pricing action by Armstrong. Use guidelines as a resource for determining any pricing action you take with your customers.

Thank you for your business and continued support