



February 28, 2018

Dear Valued Appalachian Customer,

Over the past several weeks, many of the AIS manufacturers and vendors have announced price increases. Most of these increases are due to continuing increases in raw materials and short supply. As most of you are aware, transportation costs have also had significant cost increases along with many scheduling challenges.

Effective April 1, 2018 Appalachian will be following the manufacturer price increases. Attached you will find all increase letters and products effected. The increase will impact all products shipped after March 31, 2018.

Appalachian remains committed to providing all customers with the best services and pricing possible to support your business. AIS appreciates your understanding and will continue to work to help you remain competitive into today's markets.

You will be receiving new price pages over the next few weeks from your AIS Account Managers.

Thank you for your continued support and business.

Bill Brinser

Appalachian Insulation and Supply