

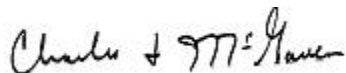
July 31, 2018

Dear Building Insulation Customer,

Historically, fuel has been a primary driver of transportation cost variance. Most recently, however, driver shortage, carrier capacity and increased demand have driven significant transportation cost increases. To more accurately reflect the current transportation market, Johns Manville is changing our transportation surcharge to \$175. This will be effective on any orders placed on or after September 3, 2018.

This will be for all Johns Manville Building Insulation materials – All Fiberglass Products, Spray Polyurethane Foam, Polyiso Foam Sheathing Board, Mineral Wool, Tile Backer Board, etc.

Johns Manville has also updated the [Service Guidelines document](#), outlining our policies and recommendations. We appreciate your support and thank you for your business.



Chuck McGavern  
Director of Sales  
Building Insulation Division  
Insulation Systems