



November 1, 2018

Dear Appalachian Insulation Customer,

Many manufacturers, vendors and suppliers have announced increases on various products from late December to early January. This includes insulation, accessories and related products. In an effort to allow for planning, Appalachian will be increasing prices January 15, 2019. Orders must be placed no later than Monday, January 7, 2019 to receive current pricing. Appalachian is committed to providing all customers with quality service and competitive pricing. The increase letters for all products effected can be found on the AIS website, www.ais1.us. You may also contact Customer Service and your Account Manager. There will be several changes in freight charges that will also go into effect January 15, 2019. These changes will be provided with upcoming price pages.

Business is very strong and appears it will continue into 2019. The transportation piece continues to have many challenges. AIS urges all customers to place orders as early as possible.

Appalachian would like to thank all customers for their continued support and looks forward to working with each of its customers through 2019.

Thank you as always for your business,

Bill Brinser

President
Appalachian Insulation Supply