



**TOLL FREE PHONE: 877-944-7697 www.ais1.us TOLL FREE FAX: 800-251-1498**

AIS PENNSYLVANIA  
22 Black Hawk Lane  
Elizabethtown, PA 17022



AIS VIRGINIA  
11860 N. Lakeridge Parkway  
Ashland, VA 23005



AIS TENNESSEE  
1749 Jackson Rd.  
Knoxville, TN 37921



AIS OHIO  
1025 Reed Rd.  
Monroe, OH 45050



AIS SOUTH CAROLINA  
1007-B Trident St.  
Hanahan, SC 29410



AIS NORTH CAROLINA  
217 Selma Drive  
 Mooresville, NC 28115



AIS FLORIDA  
153 South County Line Rd.  
Plant City, FL 33566



AIS TENNESSEE II  
7342 Cockrill Bend BLVD  
Nashville, TN 37204

November 25, 2019

RE: Increase Announcements

Dear Appalachian Insulation Supply Customer,

Attached are various price increase announcements for building insulation and many accessory items, with varying dates. Copies of these announcements can also be found on our website, [www.ais1.us](http://www.ais1.us).

Appalachian will be implementing the increase on all orders delivering after January 31, 2020. New price pages will be provided to you by your Account Manager. If you have any questions or concerns, please contact your Account Manager or Appalachian Customer Service.

We are very thankful for all your business and continued support and look forward to a fantastic 2020.

Sincerely,

Bill Brinser  
President Appalachian Insulation and Supply

November 22, 2019

Dear Valued Insulation Customer:

CertainTeed is announcing a price increase on all residential and commercial insulation products effective with shipments on and after January 10th, 2020.

Sustainable Insulation including SpeedyR™, EasyTouch™ All Building Insulation R-values	8%
FSK & PSK Batts and Rolls	8%
Manufactured Housing Insulation	8%
CertaPro™ Commercial Batts	8%
Basement Wall Insulation	8%
All Loosefill Products	8%

We anticipate a spike in demand for insulation products in December, so in order to mitigate service interruptions during this period we strongly recommend that you place orders with firm specifications as soon as possible. All orders shipped on or before January 9th, 2020 will receive current pricing.

Thank you for your continued support. If you have additional questions, please contact your local territory manager.

Sincerely,



Bill Downs  
VP US Sales  
Insulation Group



# PRICE NOTICE

## Building Insulation

717 17th St. • P.O. Box 5108 • Denver, CO 80202 • 303.978.2000

November 21, 2019

Dear U.S. Building Insulation Customer:

Johns Manville is announcing a price increase effective **January 20, 2020**. This price increase applies to the following products:

All Residential and Commercial Batt & Roll Products	8%
R13, R15 and R21	10%
Basement Wall	8%
All Loose Fill Blowing Wool Products	8%
All Manufactured Housing Products	8%
All Metal Building Products	8%
Insulshield	6%
MinWool - Sound Attenuation Fire Batts	4%
MinWool - Sound & Fire Block	4%
MinWool - Temp Control All R-Values	4%
MinWool - Curtainwall	4%
MinWool - SAFING	4%
MinWool - CladStone™ Water & Fire Block	4%
AP™ Foil-Faced	4%
CI MAX®	4%

This price increase will apply to all orders shipped on or after **January 20, 2020** regardless of the date of order placement. Please check with your Customer Advocate as this date approaches for information on current product lead times.

To ensure shipment by January 20, 2020 Johns Manville recommends placing orders early. Johns Manville reserves the right to monitor all orders placed between now and the date of increase and limit quantities if necessary.

If you have any questions about the implementation of this increase, please contact your Sales Representative or Account Manager. Thank you for your ongoing support of JM products.

**Chuck McGavern**

Director of Sales

Insulation Systems

Building Insulation





November 19, 2019

Dear Valued Customer,

Knauf Insulation is announcing a price increase on all Residential and Light Commercial Products effective with shipments on or after **January 17, 2020**. List pricing will be increased per the following guidelines:

EcoBatts™	8%
EcoRolls™	8%
Manufactured Housing Products	8%
Inner-Safe™ Batts	8%
Basement Wall Insulation	8%
All Loose Fill Insulation Products	8%

In an effort to maintain desired service levels, Knauf Insulation reserves the right to limit purchase quantities, based upon historic purchase levels, prior to the January 17, 2020 price increase date.

The price increase will be implemented through new list prices. If you have any questions about the implementation of this increase, please contact your Knauf Territory Manager.

Thank you for your continued support of Knauf Insulation. We very much value your business and are committed to changes that enhance the market for energy efficiency.

Sincerely,

Fabio Staffolani  
Vice President, Sales Residential and Light Commercial  
Knauf Insulation North America

Owens Corning Sales, LLC  
One Owens Corning Parkway  
Toledo, Ohio 43659  
419.248.8000



November 15, 2019

Dear valued Owens Corning® Insulation customer,

Owens Corning Sales, LLC (“Owens Corning”) will increase its prices in the United States on the following Fiberglas™ building insulation products **effective with shipments on or after January 13, 2020 as follows:**

Product	Increase
All EcoTouch® Batts and Rolls	8%
All Manufactured Housing	8%
Basement Blanket	8%
FSK 25 EcoTouch® Batts	8%
All Loosefill Products	8%

Owens Corning reserves the right to limit quantities prior to the increase.

Order confirmations for full truckload orders with an assigned ship date prior to January 13, 2020, will receive current pricing. Less-than-full truckload orders subject to consolidated shipping on or after January 13, 2020 will receive the increased price.

New price sheets will be issued by December 18, 2019, and your area sales manager will review the updates with you. Please reach out to your Owens Corning sales representative should you have any questions.

Thank you for your continued support of Owens Corning.

Sincerely,

A handwritten signature in black ink, appearing to read "MS", with a large loop at the end.

Mike Swift  
Vice President & General Manager  
North American Building Insulation