



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
1501 Corporate Place, Suite 200
La Vergne, TN 37086

August 14, 2020

RE: 2020 Fall Increase Announcements

Dear Appalachian Insulation Supply Customer,

Attached are various price increase announcements for building insulation. Copies of these announcements can also be found on our website, www.ais1.us.

New price pages will be provided to you by your Account Manager in the upcoming weeks. The current load count is extremely high shipping lead times may increase with the fall demand. Please place orders as early as possible. AIS will continue to work hard to continue the best service possible in these trying times.

Sincerely,

Bill Brinser
President Appalachian Insulation and Supply

August 12, 2020

Dear U.S. Building Insulation Customer:

Johns Manville is announcing a price increase effective **October 1, 2020**. The price increase applies to the following products:

All Residential and Commercial Batt & Roll Products	4%
PSK & FSK	4%
Basement Wall	4%
All Loose Fill Blowing Wool Products	4%
All Manufactured Housing Products	4%
All Metal Building Products	4%
Insul-Shield®	4%

This price increase will apply to all orders shipped on or after **October 1, 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 October 1, 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
Building Insulation Division
Insulation Systems

Owens Corning Insulating Systems, LLC
One Owens Corning Parkway
Toledo, Ohio 43659
419.248.8000



August 5, 2020

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 September 14, 2020 as follows:**

Product	% Increase
All EcoTouch® Batts and Rolls	4%
All Manufactured Housing Products	4%
Basement Blanket	4%
FSK 25 EcoTouch® Batts	4%
All Loosefill Insulation Products	4%
ProPink® Complete Wall Fabric	10%
Garage Door Insulator Kit	15%

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 September 14, 2020, will receive current pricing. Less-than-full truckload orders subject to consolidated shipping on or after September 14, 2020 will receive the increased price.

New price sheets will be issued by August 31, 2020 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 stylized flourish at the end.

Mike Swift
Vice President & General Manager
North American Building Insulation



August 10, 2020

Dear Valued Customer,

Knauf Insulation is announcing a price increase on all Residential and Light Commercial Products effective with shipments on or after September 18, 2020. List pricing will be increased per the following guidelines:

Residential and Light Commercial	% Increase
EcoBatts™	4%
EcoRolls™	4%
Manufactured Housing Products	4%
Inner-Safe™ Batts	4%
Basement Wall Insulation	4%
All Loose Fill Insulation Products	4%

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 September 18, 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
VP - Sales,
Residential and Light
Commercial

Nathan Walker
VP – Sales



August 12, 2020

Dear Valued Insulation Customer:

CertainTeed LLC is announcing a price increase on all residential and commercial insulation products effective with shipments on and after September 16, 2020.

Product	Percentage Increase
All Sustainable Insulation® Batts & Rolls including EasyTouch™, SpeedyR™, and CertaPro®	4%
All Loosefill Insulation Products	4%
Basement Wall Insulation	4%

All orders shipped before September 16, 2020 will receive current pricing. Your local territory manager will send updated price sheets prior to the effective date.

Thank you for your continued support.

Sincerely,

Bill Downs
Vice President US Sales
Insulation Group



CertainTeed LLC

20 Moores Road • Malvern, PA 19355 • USA • Tel: (610) 893-6000 • www.certainteed.com