



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

November 15, 2020

RE: 2021 Price Increase

Dear Appalachian Insulation Supply Customer,

Attached are various price increase announcements for building insulation, mineral wool, sheathing and spray foam. Copies of the manufacturers' 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 new pricing will apply to all orders shipped/picked up on or after January 15, 2021 regardless of the timing of order placement.

Demand, combined with manufacturing delays, will limit the product availability in the forthcoming weeks. AIS reserves the right to limit quantities based on supply.

Questions and concerns please contact you AIS Account Manager. AIS is very thankful for all your business and continued support through these trying times.

Sincerely

Bill Brinser
President Appalachian Insulation and Supply

November 4, 2020

Dear Valued Insulation Customer:

CertainTeed is announcing a price increase on all residential and commercial insulation products effective with shipments on or after January 8, 2021.


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%
MemBrain™	8%

We anticipate a spike in demand for insulation products in December, so we strongly recommend that you place orders with firm specifications as soon as possible. All orders shipped before January 8th, 2021 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

October 8, 2020

Dear U.S. Building Insulation Customer:

Johns Manville is announcing a price increase effective **November 2, 2020**. The price increase applies to the following products:

Sheathing Products	% Increase
AP™ FOIL-FACED	5%

Spray Foam Products	% Increase
JM Corbond III®	5%
JM Corbond® Open-cell	5%
JM Corbond® Open-cell Appendix X	5%
JM Gen IV	5%

This price increase will apply to all orders shipped on or after **November 2, 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 November 2, 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

September 18, 2020

Dear U.S. Building Insulation Customer:

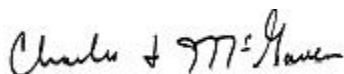
Johns Manville is announcing a price increase effective **November 2, 2020**. The price increase applies to the following products:

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%

This price increase will apply to all orders shipped on or after **November 2, 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 November 2, 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

November 4, 2020

Dear U.S. Building Insulation Customer:

Johns Manville is announcing a price increase effective **January 15, 2021**. The price increase applies to the following products:

All Residential and Commercial Batt & Roll Products	8%
PSK & FSK	8%
Basement Wall	8%
All Loose Fill Blowing Wool Products	8%
All Manufactured Housing Products	8%
All Metal Building Products	8%
Insul-Shield®	8%

This price increase will apply to all orders shipped on or after **January 15, 2021** 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 15, 2021, 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



October 29, 2020

Dear Valued Customer,

Knauf Insulation is announcing a price increase on all Residential and Light Commercial Products effective with shipments on or after **January 15, 2021**. List pricing will be increased per the following guidelines:

Residential and Light Commercial	% Increase
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, we will continue operating under the previously communicated planned availability protocol through this time frame.

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

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

Sincerely,

Fabio Staffolani
Vice President - Sales,
Residential & Light Commercial

Nathan Walker
Vice President – Sales



October 26, 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 January 11, 2021, as follows:**

Product	% Increase
All EcoTouch® Batts and Rolls	8%
All Manufactured Housing Products	8%
Basement Blanket	8%
FSK 25 EcoTouch® Batts	8%
All Loosefill Insulation 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 11, 2021, will receive current pricing. Less-than-full truckload orders subject to consolidated shipping on or after January 11, 2021 will receive the increased price.

New price sheets will be issued by December 21, 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 large, stylized flourish at the end.

Mike Swift
Vice President
North American Building Insulation



To: **All USA / MEXICO ROCKWOOL Building Insulation Customers**
Date: Oct 1, 2020
From: Brian LeVoguer, Vice President Building Insulation

Re: **ROCKWOOL PRICE INCREASE ANNOUNCEMENT- USA/MEXICO: EFFECTIVE JANUARY 1, 2021**

Please be advised that ROCKWOOL will be raising its prices to customers in the US and Mexico on the following brands and products:

AFB®	+4%
CAVITYROCK®, CAVITYROCK® Black	+4%
COMFORTBATT® WOOD STUD R15, 23, 30	+7% Zone 6 and 7
COMFORTBATT® WOOD STUD R15, 23, 30	+5% All Other Zones
COMFORTBATT® STEEL STUD R10, 15, 24	+4%
COMFORTBOARD™ 80, COMFORTBOARD™ 110	+4%
CURTAINROCK®	+4%
ROCKBOARD®	+4%
ROCKWOOL® PLUS MB	+4%
SAFE™	+4%
SAFE 'N' SOUND®, SAFE 'N' SOUND® FLOOR	+4%
TOPROCK®	+4%

The above increase will apply to all orders shipped on or after January 1st, 2021 regardless of the date of order placement. New discounts will be provided by your ROCKWOOL representative soon.

If you have any questions regarding this announcement, please contact your ROCKWOOL sales representative or the undersigned.

We thank you for your continued loyalty to ROCKWOOL.

Yours truly,

A handwritten signature in blue ink, appearing to read 'Brian LeVoguer', is positioned above the printed name.

Brian LeVoguer
VICE PRESIDENT / BUILDING INSULATION | ROCKWOOL



WORLD'S LARGEST FAMILY OWNED
CELLULOSE INSULATION PRODUCER :: SINCE 1978

1000 HIGHVIEW DRIVE
WEBBERVILLE, MI 48892

PHONE: 517-521-3545
FAX: 517-521-3597

800-627-7536

askus@applegateinsulation.com

November 1, 2020

PRICE INCREASE NOTICE

2020 has been a challenging year for many businesses, most likely it has been for your business as it has been for us here at Applegate. Thank you very much for your business during some difficult times, you need to know that it is truly appreciated.

We have faced some record increased costs in raw material, transportation, and labor this year. This price increase is instituted to help offset some of these increased costs.

A 5% pricing increase will be effective January 1, 2021.

The new pricing is effective on product shipped on or after January 1, 2020, regardless of when orders are placed.

Again, our Applegate Insulation team wishes to express our gratitude for your trust, and the business we have together. It is appreciated.

If you have any questions regarding our increased costs or this price increase, or other matters related to how Applegate might better support you and your business please contact me.

Regards,

Richard L. Applegate
richard@applegateinsulation.com
517-927-1313