



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

February 19, 2021

RE: 2021 April 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 Managers in the upcoming weeks. New price pages will be effective on all product shipped on or after April 26, 2021. The new pricing will apply to all orders shipped / picked up on or after April 26, 2021.

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 your AIS Account Manager. AIS remains very thankful for all your business and continued support through these trying times.

Sincerely,

Bill Brinser
Appalachian Insulation and Supply

February 19, 2021

Dear U.S. Building Insulation Customer:

Johns Manville is announcing a price increase effective **April 26, 2021**. The price increase applies to the following products:

Fiberglass Products	Increase %
All Residential and Commercial Batt & Roll Products	8%
R-15	12%
R-21	12%
FSK & PSK	8%
Basement Wall	8%
All Loose-fill Blow-in Fiberglass Products	8%
All Manufactured Housing Products	8%
All Metal Building Products	8%
Insul-SHIELD®	8%

Mineral Wool Products	Increase %
MinWool® Sound Attenuation Fire Batts	6%
MinWool® Sound & Fire Block	8%
TempControl® All R-Values	8%
MinWool® Curtainwall	6%
MinWool® Safing	6%
JM CladStone® Water & Fire Block	6%

This price increase will apply to all orders shipped on or after **April 26, 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 April 26, 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



February 12, 2021

Dear Owens Corning® Fiberglas™ Building Insulation Customer,

Owens Corning Sales, LLC ("Owens Corning") will increase its prices in the United States on the following Owens Corning® Fiberglas™ building insulation products **effective with shipments on or after April 19, 2021 as follows:**

Product Name	% Increase
All EcoTouch® Batts and Rolls	8%
R15 EcoTouch® Faced and Unfaced Batts and Rolls	12%
All Manufacturing Housing	8%
Basement Blanket	8%
FSK 25 EcoTouch® Batts	8%
All Loosefill Products	8%
Attic Stairway Insulator	8%
ProPink ComfortSeal™ Sill Gasket	5%
ProPink ComfortSeal™ Framing Gasket	5%

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 April 19, 2021, will receive current pricing. Less-than-full truckload orders subject to consolidated shipping on or after April 19, 2021 will receive the increased price.

New price sheets will be issued by March 26, 2021, 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 "Mike Swift".

Mike Swift
Vice President & General Manager
North American Building Insulation



February 15, 2021

Dear Valued Customer,

Knauf Insulation is announcing a price increase on all Residential and Light Commercial Products effective **April 23, 2021**. List pricing will be increased per the following guidelines:

Residential and Light Commercial	% Increase
EcoBatt®	8%
EcoRoll®	8%
All R-15 Products	12%
Manufactured Housing Products	8%
Inner-Safe™ Batts	8%
Basement Wall Insulation	8%
All Loose Fill Insulation Products	12%

In an effort to maintain desired service levels, we will continue operating under our previously communicated planned availability throughout this period.

This price increase will be implemented through new list prices and will be effective on all orders that ship on or after April 23, 2021. If you have any questions about this increase, please contact your Knauf Territory Manager.

Thank you for your continued support of Knauf Insulation. We appreciate your business.

Sincerely,

Nathan Walker
Senior Vice President, Sales and Marketing
Knauf Insulation North America

February 26th, 2021

Dear Valued Insulation Customer:

CertainTeed is announcing a price increase on all residential and commercial insulation products effective with shipments on or after April 26th, 2021.

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

All orders shipped before April 26th, 2021 will receive current pricing.

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

Sincerely,



Ana Maria Hovivian
VP US Sales
Insulation Group