

Corporate Office
2001 Rexford Road
Charlotte, NC 28211
704/365-7300
nationalgypsum.com

September 19, 2017

TO OUR CUSTOMERS:

Many of you are in the process of planning and bidding for work and have relied upon our pricing guidance at this time of year. In response to requests for this information, National Gypsum Company and its subsidiary entities will increase prices on the listed products as follows in 2018:

JANUARY 1, 2018 – Affecting all shipments on and after this date:

- 15 % - **Gypsum Wallboard**
(Entire product line, including all specialty wallboard and glass mat products)

- 7 % - **Interior Finishing Products** - (Entire product line)

- 10 % - **Cement Board Products**
(Entire product line, including cement board tape and screws)

- 7 % - **Plaster Products** - (Entire product line)

JULY 16, 2018 – Affecting all shipments on and after this date, and good through December 31, 2018:

- 15 % - **Gypsum Wallboard**
(Entire product line, including all specialty wallboard and glass mat products).

In addition, our policy prohibiting job quotations remains in place.

This notice follows our customers' request that we provide pricing guidance prior to all price increases.

Thank you for your valued business and continued support. If you have any questions, please contact your local National Gypsum Company Sales Representative or Customer Account Specialist.

NATIONAL GYPSUM COMPANY
AND ITS SUBSIDIARY ENTITIES

AREA : Entire U.S. and All Export



November 27, 2017

To Our Customers:

Effective with shipments on and after Tuesday, January 2nd, 2018, USG will increase its prices on all wallboard, interior finishing, Durock® and Fiberock® products.

- The wallboard increase includes all Sheetrock® brand wallboard products as well as Securock® brand glass mat sheathing, glass mat liner panel, glass mat interior panel, and glass mat tile backer products.
- Your sales rep will provide you an updated price list which will be effective January 2nd and will advise you of your new “not to exceed” wallboard price for 2018. As we have done in the past, we reserve the right to increase prices during the year up to your “not to exceed” price.
- The interior finishing increase of 7% includes all ready mix, dry compound, bead & trim, tape, texture, plaster, and accessory products. Prior to the increase date, your sales rep will provide you with your new price list for these products.
- All Durock® brand cement board and Fiberock® products will increase 10%. Your new price list for Durock® and Fiberock® products will be provided by your sales rep prior to the increase date as well.

Please contact your USG sales representative if you have any questions. As always, we thank you for your business and support for USG products.

Sincerely,

A handwritten signature in black ink that reads "Matt Byrne". The signature is written in a cursive, flowing style.

Matt Byrne
Senior Vice President
Sales – North America



October 3, 2017

To: Our Valued Customers

Re: **Price Increase Announcement-Gypsum Board Products**
Effective Markets: All U.S. and Export

In response to your requests to provide price information for 2018, this is to advise that CertainTeed Gypsum will increase price effective with shipments on **January 2, 2018** as follows:

- **All Regular and Easi-lite ¼", ⅜", ½" products – 15%**
- **All other products – 20%**

Since we expect further cost increases during the year to include energy and its impact on all materials as well as freight we will implement a subsequent increase on **July 2, 2018**, with amount to follow.

Should you have any questions please contact your territory manager or regional manager.

We thank you for your business and continued support of CertainTeed Gypsum.

Sincerely yours,

CertainTeed Gypsum



CertainTeed Gypsum

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