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Sales Bulletin: 2021-54DDC

**ARMSTRONG ARCHITECTURAL SPECIALTIES ANNOUNCES A PRICE INCREASE  
ON FELTWORKS ACOUSTICAL PANEL PRODUCTS**

Geographic Coverage: United States, Canada and Latin America  
Commercial Distributors and Contractors

LANCASTER, PA – As previously announced on June 24, 2021, Armstrong Architectural Specialties will implement a price increase on Monday, August 9, 2021, on all metal-based products and all solid wood products.

In addition, effective Monday August 9, 2021, Armstrong Architectural Specialties will implement a price increase to FeltWorks Acoustical Panels by up to 10% due to increased transportation costs.

Please note the escalation table on all custom and premium quotations will apply.

For longer-term future quotes, we suggest the following pricing for 2022:

- Another additional increase of 5% for quotes on or after February 1, 2022

This Pricing Bulletin and the above guidance are based on currently available information and reflect conditions at this time. Consistent with past practices, we will provide updated pricing information in the form of list pricing, bulletins or other notifications, as appropriate, as additional information becomes available. As always, you remain free to quote, price and contract at whatever pricing you may choose in your discretion. Please always feel free to contact your local area manager with any questions or requests for assistance.

As always, we appreciate and thank you for your business.

Charlie Chiappone  
SVP, Ceiling & Wall Solutions