



INSULATION FABRICATORS, INC.

2501 E. 165TH STREET, SUITE 3

HAMMOND, INDIANA 46320

PHONE: (219) 845-2008

TOLL-FREE: (800) 775-4485

FAX: (219) 845-2501

E-MAIL: IFI@INSULATIONFABRICATORS.COM

WWW.INSULATIONFABRICATORS.COM

6-1-11

Dear Valued Customer-

We have been notified by several suppliers of upcoming price increases. The below table outlines these increases and their effective dates. I am also attaching the letters from the manufacturers for your information.

Supplier	Effective Date	Increase	Product	Implementation Date
ITW	June 10, 2011	10%	Styrofoam XPS & Phenolic Foam	July 08, 2011
IIG	July 01, 2011	6%	Mineral Wool & MPT Pipe, Board, etc	July 08, 2011
Owens Corning	July 01, 2011	6-12%	Fiberglas Pipe, Board, Duct Wrap, etc	July 08, 2011
Foster & Childers	July 01, 2011	6-8%	Mastics & Adhesives	July 08, 2011
IIG	October 01, 2011	5-8%	Mineral Wool & MPT Pipe, Board, etc	October 01, 2011

We understand the impact that these increases have on you and we do our best to keep your costs down. We will continue to update you on pricing as we get more information. If you have any questions please contact us.

Thank you very much for your continued business.

Regards,

Ted McNabb

Executive VP, IFI

ITW Insulation Systems

PABCO - CHILDERS METALS

May 10, 2011

To Our Valued Distribution Network:

Please be advised of an upcoming price increase for Trymer Green phenolic & XPS PIB products effective June 10, 2011. The recent escalations in chemical markets have continued to increase base raw materials costs for the manufacture of these products. We have been notified by both of our suppliers that our costs have increased double digits. Therefore, prices for Trymer Green & XPS PIB products are increasing by 10%.

ITW Insulation Systems has aligned with the most recognized and professional distributor/fabricators in the industry. We provide our partners unmatched product support in today's market-place. These include; engineering specification calls, technical analysis and calculations, market research data, lead generation, and owner presentations. We value your business and are committed to providing you the highest quality manufactured jacketing and insulation products.

We recognize the time and effort required by your organization to manage this change, and we appreciate your support on these matters. If we can help provide you with any further details on this announcement, please contact your local Regional Sales Manager.

Thank you for your consideration,

Kathi Coyle
Commercial Manager



Industrial Insulation Group, LLC
A Celatite/Johns Manville Joint Venture

February 14, 2011

To: All Industry Partners

**Subject: Pricing for MinWool 1200 and MPT Pipe Insulation Products;
Increase for July 1, 2011 and Outlook for balance of the year.**

Despite concerted efforts to mitigate the impact of a diminished supply of mineral wool pipe insulation to the North American marketplace, IIG now finds it necessary to increase prices as follows:

MinWool-1200 Pipe Insulation	6%
MPT Pipe Insulation Products	6%

Note:

- The increase will be implemented by adjusting discounts.

This increase is in effect for all shipments commencing July 1, 2011. Due to the unpredictability of the current market situation, IIG advises that customers should also plan for another price increase on or about October 1, 2011 of approx. 5 – 8%. These increases are necessary due to strains on existing capacity, escalating raw materials and energy costs and investments that the company is making to alleviate the shortfall in supply.

IIG recognizes that all stakeholders are concerned with having ready access to approved and specified products; we are doing our best to ensure that the North American customer group has access to a reliable supply of approved insulation products.

As stated previously, we appreciate your confidence and support and stand ready to make all of our products – Thermo-12 Gold calcium silicate, Sproule Perlite as well as MinWool 1200 and MPT products – available from our USA plants in as timely a fashion as possible.

We understand that lead times are playing havoc with project schedules. Please work with your respective IIG Territory Manager to determine workable solutions for the current demands of the marketplace.

Once again, we appreciate your support and understanding during these challenging times.

Sincerely,

Kevin J. MacKinnon
Vice President, Business Development



Insulation Pricing Update

May 20, 2011

Dear Customer,

Owens Corning Commercial & Industrial Insulation Business continues to operate at low to negative margins and we have been experiencing significant losses for a protracted period of time. Housing starts and commercial construction are expected to remain weak, so we must work to improve the profitability of this portion of our business as waiting for a recovery is not an option.

As such, Owens Corning Commercial & Industrial Insulation will be implementing a price increase in the United States, Canada, and Exports on our Fiberglas® insulation products effective with **orders shipped on or after July 1, 2011**.

The products and their associated price increases are as follows:

SoftR® Duct Wrap	12%
QuietR® Duct Board	12%
QuietR® Rotary Duct Liner	12%
QuietR® Textile Duct Liner	25%
Fiberglas™ Pipe Insulation ½" to 24"	6%
Fiberglas™ Pipe Insulation 25" and above	25%
Fiberglas™ Evolution™ Pipe Insulation	6%
VaporWick® Pipe Insulation	6%
700 Series Faced & Unfaced Board Products	6%
Curtain Wall	6%
Thermal Insulating Wool (TIW type I and II)	6%
FLEXWRAP® Pipe Insulation	6%
Fiberglas™ Pipe & Tank Insulation	6%
Insul-Quick® Insulation	6%
SCR Board	6%

We continue to follow the pricing protocols enacted last year as follows:

- There will be no price deviations without prior approval from Steven Vermeulen, Vice President & General Manager.
- Based on customer requests, price lists will continue to be transmitted in pdf files.
- Only Owens Corning Sales Price Notification Letters will be honored.



May 23, 2011

Dear Valued Partner,

As you may be aware, our industry is experiencing significant raw material cost escalations with no relief in sight. These escalations directly impact Foster and Childers products. While we have been absorbing these for some time, the continued pressure requires that we implement a price increase. This increase is effective for orders placed on or after July 4, 2011. Please see the enclosed price list for updated pricing.

The following bullet points are included to help explain the raw material situation:

- Tight butadiene supply and high rubber prices continue to severely impact Styrene-Butadiene Rubber costs.
- Solvent prices are rising as a result of higher crude oil prices
- Feedstock prices and a tight supply/demand balance are impacting acrylic costs.
- Tight supply/demand balance increasing Titanium Dioxide costs.

In response to your feedback, we have made a few additional modifications that you should be aware of:

- We will be utilizing net product pricing on invoices instead of list pricing and the reference of a discount. This will enable you to see your actual product cost right on your invoice.
- We have modified our Terms & Conditions. Please read them carefully.
- We will include your discount information in the mailing you receive with your printed price books.

Like you, we understand the need to balance effective cost management with providing consistent quality products and service to our customers. As a valued customer, you can be confident that we are doing all that is possible to anticipate and respond to raw material shortages and cost increases. We will continue to leverage our global purchasing network and look for operational efficiencies to make certain that we have materials to meet your needs, maintain the integrity of our product performance, and offer the lowest cost possible.

We appreciate your business, and thank you for your continued support.

Sincerely,

A handwritten signature in black ink that reads 'Elie Yared'. The signature is written in a cursive style and is underlined with a horizontal line.

Elie Yared
Global Sales Manager

an H.B. Fuller company

Wednesday, May 25, 2011

To All Mechanical & Industrial Customers

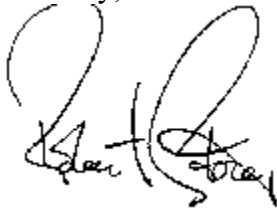
Please note that CertainTeed will be increasing prices for the following list of products effective with shipments on and after **Friday, July 1, 2011**. Due to historically high order volumes in advance of scheduled price increases, orders received after **Friday, June 24** will be subject to the price increase.

<u>Product Category</u>	<u>Increase</u>
Duct Liner	12%
Duct Board	12%
Duct Wrap	12%
Metal Building Insulation	15%
OEM Insulation	6%
Pipe Insulation	6%
Tank Wrap	6%
Commercial Board	6%
High Temperature Insulation	6%

Material and logistic cost escalations, along with continued depression of the North American construction markets, have made this price increase necessary for us to continue providing the products and service that you expect from CertainTeed.

Please continue to work with your local CertainTeed Territory Manager, who will be able to answer any questions you may have. Thank you for your past and continued support of CertainTeed.

Sincerely,



R.W. (Bob) Storey
General Manager, Mechanical & Industrial
CertainTeed Insulation Group



PRICING BULLETIN

Issue Date: May 26, 2011

Bulletin No.: 11-PB-05

To: All Knauf Insulation Commercial and Industrial Customers

From: Doug Bolen – Market Manager, Commercial and Industrial

Subject: Price Increase – Commercial and Industrial Insulation Products

As a result of increasing manufacturing and raw material costs, Knauf Insulation is implementing the following price increases on all Commercial and Industrial Insulation Products in the U.S., Canada, Mexico and all export shipments effective with orders shipped on or after July 1, 2011. This price adjustment will be implemented through a change in list prices.

Pipe and Equipment Insulation

- Pipe Insulation 6%
- Insulation Board 6%
- Elevated Temperature Products 6%
- Pipe and Tank Insulation 6%
- Kwikflex 6%

Air Handling Insulation

- Duct Board 6%
- Duct Wrap 6%
- Duct Liner 6%
- Rigid Plenum Liner 6%

Given that pre-increase order volume may be high, Knauf Insulation reserves the right to limit order quantities prior to the increase in line with historic purchase volumes.

As previously announced, Knauf Insulation will apply a fuel surcharge in the event the average retail price for #2 Diesel Fuel during the preceding quarter exceeds \$3.25 per gallon. The first quarter average retail price for #2 diesel fuel of \$3.61 resulted in a fuel surcharge of \$120 (USD). In the future, should the prior quarter's average exceed \$3.25 (USD) per gallon, the amount of any fuel surcharge will be determined using the following schedule:

Average #2 Diesel Retail Price For Prior Quarter	Flat Rate Fuel Surcharge per Invoice Pro-Rated for Split Shipments		
Price per Gallon (USD\$)	Full TL	Each 1/3	Each 1/2
\$3.26 to \$3.75	\$120	\$40	\$60
\$3.76 to \$4.25	\$180	\$60	\$90
\$4.26 to \$4.75	\$240	\$80	\$120
\$4.76 to \$5.25	\$300	\$100	\$150

We appreciate the times we all find ourselves in and understand that price increases are difficult to contend with; however, we are facing significant raw material increases from our suppliers that necessitate a price increase. Despite these increases, fiber glass insulation remains the most cost effective way of improving energy efficiency and reducing energy bills.

Thank you for your continued support of Knauf Insulation. Rest assured that we continue to value your business and support, and are committed to changes that improve the market for energy efficiency.



Johns Manville

A Berkshire Hathaway Company

717 17th Street
P.O. Box 5108
Denver, CO 80217-5108
303 978 2000
303 978 3645 fax
www.jm.com

PRICE NOTICE

May 27, 2011

To: All Air Handling Insulation Customers
All Pipe and Equipment Insulation Customers
All Commercial Building Insulation Customers

Price Increases Effective July 1, 2011

Prices for all insulation products listed below will be increased as indicated with shipments made on or after July 1, 2011.

Air Handling

Increase

- Duct Liner Products (Linacoustic[®] RC, LinaTex[®], Permacote[®] HP, Permacote[®] R-300, Diffuser Board, Duct Liner PM) 6%
- Duct Board Products (Mat-Faced Micro-Aire[®], SuperDuct[®] RC, LP Board) 6%
- Duct Wrap Products (Microlite[®] XG[™], Standard Microlite[®], Vinyl) 6%
- Accessories (SuperSeal[®] Coating Products) 6%

Pipe and Equipment

- Fiber Glass Pipe Insulation (Micro-Lok[®], Micro-Lok[®] HP, Accessories) 6%
- Fiber Glass Board & Blanket Products (All Spin-Glas[®] Boards, Micro-Flex[®], Fabrication Board, HTB 26, Marine Insulation) 6%

Commercial Building Insulation

- All Duct Fiber Glass Board Products (Insul-SHIELD[®]) 6%

This increase will apply to all orders shipped on or after July 1, 2011, regardless of the date of order placement. Please check with your Customer Advocate as this date approaches for information on current product lead times.

New discounts or net pricing documents that reflect these increases will be communicated to you prior to the effective date. If you have any questions, please contact your Account Manager.

As a reminder, our previously implemented fuel surcharge policy remains in effect per the schedule below based on the trailing quarterly average price per gallon of #2 diesel fuel.

Average #2 Diesel Retail Price For Prior Quarter	Flat Rate Fuel Surcharge per Invoice Pro-Rated for Split Shipments			
	Full TL	Each 1/4	Each 1/3	Each 1/2
Price per Gallon (USD\$)				
\$3.26 to \$3.75	\$120	\$30	\$40	\$60
\$3.76 to \$4.25	\$180	\$45	\$60	\$90
\$4.26 to \$4.75	\$240	\$60	\$80	\$120
\$4.76 to \$5.25	\$300	\$75	\$100	\$150

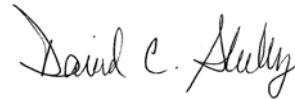
Thank you for your continued support of Johns Manville.

Michael D. Lawrence



Vice president & General Manager
Insulation Systems

David C. Skelly



Director of Sales
Insulation Systems

Montreal, May 30, 2011

To: All Manson Customers
Subject: Manson Insulation Price Increase, effective July 1, 2011

Dear Valued Customer,

As Manson continues to reinforce its commitment to high quality service for its customers by increasing its workforce, improving its operations and strengthening its product offering, we are in no way shielded from the constant increases in manufacturing costs ; therefore, we find it necessary to implement a 6% increase on all Manson products shipped on and after July 1, 2011.

Affected Product lines include:

- Alley K
- AK Board
- AK Liner
- AK Liner-R
- Alley Wrap
- AK Flex

This increase will be implemented by an adjustment of your current pricing profile, which will be sent to you by your customer service representative.

As always, Manson is committed to meeting your expectations with high quality products, competitive pricing and a reliable team to assist you with your insulation needs.

"Keeping it Simple"



Charles E. Coffin
Managing Director
Manson Insulation Products Ltd.

