

Date: May 20, 2022  
Sales Bulletin: 2022-46R

## **ARMSTRONG ARCHITECTURAL SPECIALTIES ANNOUNCES A TECTUM PRICE INCREASE**

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

LANCASTER, PA – Effective Tuesday, July 5, 2022, Armstrong Architectural Specialties will implement a price increase on all Tectum ceiling and wall products, as follows:

- 8% on all Tectum Ceiling Tile products
- 10% on all Tectum Accessory products
- 5% on all other Tectum products (including Direct Attach, DesignArt Lines, DesignArt Shapes, Create, and Finale)

These actions reflect increases in the cost of raw materials.

As a reminder, all pricing for Tectum products not listed on our price list must be quoted through our OneQuote tool.

Please note the escalation table on all Tectum quotations will apply.

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

- An additional increase of 5% for quotes on or after January 2nd, 2023
- Another additional increase of 5% for quotes on or after July 3rd, 2023

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.

Mike Winters  
VP, Architectural Specialties