



Negwer Materials, Inc.
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To: All Markets

January 3, 2020

RE: Price Guidance

As we move into 2020, we wanted to give you some guidance on what we are seeing from the manufacturers on material pricing going into the new year.

We have recieved from nearly every major line manufacturer some type of price increase notification that has already occurred or will be in January. (copies of manufacturers letters can be viewed at www.negwer.com/resources/news) We have summarized the expected increases below:

Gypsum Products & Accessories

Increase	5% approx. \$20 - \$30 per msf	Effective Feb 3 rd 2020
Accessories	5-8%	Effective Feb 3 rd 2020

Cold Formed Steel Framing Products

Increase	5-8%	Effective Feb 3 rd 2020
Announced	10%	Effective Mar 2 nd 2020

Acoustical Products

Increase	5% on Tile	Effective Mar 2 nd 2020
	4% on Grid	Effective Mar 2 nd 2020

EIFS, Coatings

Increase	3-5%	Effective Mar 2 nd 2020
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Insulation Products

Increase	8% on Fiberglass	Effective Feb 3 rd 2020
	5% on Styrofoam®	Effective Feb 3 rd 2020
	5% on Thermax®	Effective Feb 3 rd 2020
	5% on Rockwool Insulation	Effective Feb 3 rd 2020

Gypsum manufacturers have continued their policy of prohibiting job price protection. Regarding other product lines, our project price guidance (quotes) and new price sheets will be updated as needed.

While lead times continue to lengthen, especially for non-stock items, Negwer Materials is committed to meeting your construction product needs. We will do so with increased planning and communication between developers, G.C.'s, sub-contractors and vendors. From the manpower perspective, we remain committed to providing productivity enhancing products, knowledgeable delivery personnel, and an extensive fleet of equipment to deliver your products on time and within budget.

We appreciate the confidence you have shown in Negwer Materials through the years and thank you for your business. Please feel free to contact either of us, should you have any questions.

Sincerely,

Peter G. Wilhelms
Vice President, Marketing & Product Development

Seth A. Joy
Vice President, Sales