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November 22, 2010

Dear Armacell Customer,

Armacell is announcing price increases for insulation products and accessories for orders placed on or after February 1, 2011.

The new price lists will be available electronically on December 1, 2010. You can download the price lists from the following address: www.armacell.us. Go to Insulation Products -> Downloads -> Product Information -> Price Lists. There will be a product-by-product drop-down to choose from.

The new price lists will reflect the following increases:

- Up to 8% for AP Armaflex[®], AC Accoflex[®], CXT, and Aislaflex[®] tube insulation 3/8" through 3/4" wall thickness, and up to 5% for 1" through 2" wall thickness
- Up to 5% for Self Seal Armaflex tube insulation depending on thickness and inside diameter
- Up to 6% for Armaflex sheet and roll goods depending on thickness
- Up to 4% for Self Adhering Armaflex sheet and roll goods depending on thickness
- Up to 8% for NH / Armaflex, UT Solaflex, and all other OE / Elastomeric insulations
- Up to 8% for Tubolit[®], Tubolit Self Seal, and Tubolit White Self Seal polyethylene tube insulation
- 8% on all sundries / accessories (Adhesives, WB Finish, Tapes), fabricated custom fittings, Armafix[®] Insulation Pipe Hangers

These increases are necessitated by the continued cost increase of fire retardants, rubber polymers and blowing agents that Armacell has absorbed over the past six months.

Armacell continues to negotiate the most favorable costs for our customers. We are continually:

- leveraging our global buying power to consistently service our business partners
- seeking and evaluating new suppliers worldwide
- aligning with the lowest cost producers in each chemical sector

We appreciate your support and understanding of these price increases and thank you for your continuing support.

Sincerely,

Thomas W Himmel
Vice President
North America