



The Dow Chemical Company  
200 Larkin Center  
1501 Larkin Center Drive  
Midland, MI 48674  
U.S.A.

September 23, 2016

## DOW BUILDING SOLUTIONS PRICE INCREASE ANNOUNCEMENT

Dear Valued Customer:

Effective November 14, 2016, or as contracts allow, the Dow Building Solutions, a business unit of The Dow Chemical Company, will increase the selling prices of all STYROFOAM™ Brand Extruded Polystyrene Insulation by 6% in North America.

Multiple factors including market conditions and regulatory driven product changes have driven this action.

Orders placed prior to the close of business on Friday, October 28, 2016, which have scheduled ship dates on or before Friday, November 11, 2016 will receive the current prices. All orders placed on or after Monday, October 31, 2016 will be subject to the new price. Pricing arranged for future orders prior to this announcement will be handled on a case by case basis. To manage orders for these products during this period (October 1, 2016 through November 11, 2016), Dow reserves the right to limit the quantity purchased in advance of this increase.

We are committed to delivering the highest level of service, providing quality products and helping you enhance your business. Dow is dedicated to the market and continues to invest in innovation; from our investment in a new state of the art manufacturing facility in Burley, Idaho to our pioneering BLUEEDGE™ Polymeric Flame Retardant Technology. We are dedicated to bringing innovative solutions to the building and construction industry that allow our customers to grow.

Sincerely,

Matthew Marchel  
Business Director - Americas  
Dow Building Solutions