



July 27, 2018

TO: OUR VALUED CUSTOMERS – WESTERN CANADA BRITISH COLUMBIA and ALBERTA

As you may be aware, on July 18, 2018, the Canada Border Services Agency (CBSA) completed its extended reinvestigation to update the “normal values” and export prices for 48” wallboard imported from the U.S. into Western Canada and to review CGC and other importers’ resale pricing in Western Canada. This reinvestigation was further to the original dumping action brought by CertainTeed Gypsum Canada in 2016. In this most recent investigation, CGC was found to be in compliance with CBSA pricing requirements for 2017 sales of imported 48” wallboard into Western Canada.

Going forward, however, CBSA has adjusted its pricing requirements so that CGC must increase its prices for 48” wallboard imported for sale in British Columbia and Alberta markets.

Therefore, prices on the following wallboard products in those markets will be increasing by 5% effective August 1, 2018:

- *Firecode Panels*
- *Interior Ceiling Board*
- *Mold Tough Panels*

CGC will be communicating revised list prices early next week and the CGC Sales Leadership will be reaching out to each of our customers to discuss pricing concerns.

Please be assured that we are doing the utmost to support our customers in the market. We have spent, and are spending, considerable resources to ensure that the best interests of our customers and Canadian consumers are addressed in the dumping proceedings. We will keep you informed as events develop.

If you have any questions, please contact your CGC contact at your convenience.

Thank you for your continued support of CGC products.

A handwritten signature in black ink, appearing to read "Mike Meagher", written in a cursive style.

Mike Meagher
Vice President, Sales and General Manager