



Lhoist North America announces pricing guidance for 2017

November 22, 2016

To our valued customers:

Effective January 1, 2017, Lhoist North America will be increasing year-over-year market prices for most of its products, subject to existing contractual commitments. In most instances, lime-based products will increase 2% to 10%, while limestone products will increase 3% to 7%, and clay products will increase by 3% to 9%.

This price increase is necessary to support continued investments improving the reliability and sustainability of our assets, as well as address certain cost increases. Specifically, cost escalations are occurring in the areas of kiln fuel and diesel fuel, truck and rail rates, healthcare, and capital and operating expenses required to ensure health, safety, and environmental compliance.

Lhoist North America has continued its focus on operational excellence, maximizing efficiencies, and minimizing waste. These efforts have become part of our culture and will continue to minimize the cost impacts to our customers. We appreciate your business and the confidence you have placed in us. Your local LNA Sales Manager will be contacting you to discuss the specifics of your business.