

Tuesday, 17th July 2012

Subject: Price Increase (Ref JUL PI DS)

The current level of pricing within UK and Ireland markets remains poor and we therefore need to increase prices to address the situation quickly. We continue to work hard at reducing our own cost base whilst still ensuring that we invest in line with customer demands. However the situation is not sustainable and our recent attempt to increase prices in June was largely unsuccessful.

Therefore, please be advised that, with effect from 1st August 2012 price increases will be applied to all deliveries of stocked and processed products, supplied by Pilkington United Kingdom Limited, as follows:

Stock Glass / Cut Sizes

Pilkington Optifloat [™] Clear	+30%
Pilkington Optifloat [™] Bronze, Grey, Green and Arctic Blue [™]	+9%
Pilkington Optiwhite [™] and Pilkington Optiwhite [™] E	+12%
Pilkington Optilam [™] range	+9%
Pilkington K Glass [™] , K Glass [™] OW and K Glass [™] S	+8%
Pilkington Optitherm [™] range and other Low E glasses	+8%
Pilkington Texture Glass, Pilkington Horticultural and Pilkington Galleria [™]	+6%
Pilkington Optifloat [™] Opal, Pilkington Oriel [™] and Pilkington Oriel [™] Texture	+4%
Pilkington Activ [™] range	+4%
Pilkington Optimirror [™] Clear and OW	+7%
Pilkington Suncool [™] and Pilkington Eclipse Advantage [™]	+5%
Pilkington Pyroshield [™] 2 range	+5%
Pilkington Pyrostop [®] , Pilkington Pyrodur [®] and Pilkington Pyrodur [®] Plus	+2%

Processed Glass

The following price increases will apply to all orders received on or after Wednesday 1st August 2012.

All Pilkington single toughened glass	+10%
Pilkington Insulight [™] / Pilkington energiKare [™] insulating glass units	+7%
Pilkington Cervoglass [™] insulating glass units	+7%

May I take this opportunity to thank you for your business and hope that you understand the need for this increase.

Yours sincerely,



Andy McDowell
Commercial Director UK & Ireland