



A Berkshire Hathaway Company

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March 1, 2011

To: All Insulation Systems Customers

In December of 2008, in the face of dramatically increasing fuel prices, we communicated a fuel surcharge policy that would be put into effect if Number 2 diesel fuel prices reached a certain average level for a specified period of time. We have also reiterated that policy in several pricing communications since that time. A copy of the original 2008 communication is attached for your reference.

It appears certain that the average retail price of Number 2 diesel fuel for the first quarter of 2011, as published by the Energy Information Administration, will exceed the \$3.25 trigger point for implementation of our fuel surcharge policy. Accordingly, we will begin adding this surcharge as an individual line item on invoices for all shipments made on or after April 1, 2011.

We will continue to monitor diesel fuel prices and advise you of any changes that may need to be implemented in subsequent quarters.

If you have any questions regarding the implementation of this fuel surcharge policy, please contact your Account Manager or Customer Advocate.

Thank you for your continued support of Johns Manville products.

Sincerely,

A handwritten signature in cursive script that reads 'David C. Skelly'.

David C. Skelly
Director of Sales
Insulation Systems

Attachment (1)