

June 20, 2018

Re: Price Increase Notification

While we strive to manage costs wherever possible and to minimize any price increase, we find it necessary to raise our list prices due to raw materials cost increases particularly steel, fuel, the US exchange rate, and general overhead cost increases.

As a result, we are increasing all products 2% effective on July 27, 2018 or as contracts allow.

The exceptions to the 2% increase are as follows:

All Aloe Products	+10%
ecoCentric Student	+10%

We also reviewed our arm pricing and we will be making price adjustments on the following arms:

Armrest	Current Price	New Price
TCL	\$248	\$298
TC360	\$331	\$298
TCL360	\$386	\$322
3ATAOT	\$121	\$145
BRAR	\$52	\$75

When quoting new projects, please ensure new pricing is reflected. Any existing quotes or outstanding orders must be registered with your Inside Sales Representative by June 29, 2018. All registered quotes will be honoured for 30 days following the July 27, 2018 price increase implementation.

New price books will be published on July 27, 2018

Our continuing goal is to deliver the best office chairs and accessories in the world, with the most favorable economics. This increase will allow us to maintain our proven standards. We wish to take this opportunity to thank you for your business and we look forward to serving you in the coming years.

Sincerely,

John Gardner
President & CEO