

IMPORTANT

united chair
A GROUPE LACASSE BRAND

DATE: August 19, 2019

RECIPIENTS: To All Groupe Lacasse U.S. Sales Representatives and Valued Customers

SUBJECT: **U.S. Tariffs / Price Adjustment Announcement**

As you know, our industry has been impacted by the imposition of U.S. tariffs on most products and components. At Groupe Lacasse, we have done everything possible to avoid any impact to you. For instance, when a 10% tariff was implemented late in 2018, we did everything possible to avoid passing this cost increase on to any of our valued customers. On May 10, 2019, when the U.S. administration increased the applicable tariffs to 25% we managed to avoid the same, until now.

As it is now very clear these higher tariffs will remain in place for a longer period than earlier anticipated, we are now forced to announce the following:

- **On September 27, 2019, all United Chair products will incur a 3.5% list price increase**, with the exception of **all Upswing models, which will incur an 8.5% list price increase**.
- Product orders issued prior to September 27, 2019, will be honored at the existing list prices. Sales quotations (SCs) will be honored at the price as quoted through the quotation expiration date.
- The United Chair electronic catalog will be updated to reflect these price adjustments. We will let you know when it is ready for download on 20/20 Technologies' website (approx. mid-Sept and on the October DVD release). The updated United Chair Price Book and Price Addendums will also be made available on www.groupelacasse.com before effective date.

Our goal is to be transparent in our communication with you of the business challenges the commercial furniture industry faces. In addition, we will continue our mission to provide you with furniture of unprecedented value, design and quality that you expect from Groupe Lacasse.

Sincerely,



Kevin J. Glynn,
Executive Vice-President
Sales and Distribution