



High Point, USA



Rediscover High Point Furniture.

November 17, 2023

Dear HPFi Business Partner,

This notice is to inform you of a price increase effective January 2, 2024. The surcharge that has been in place will be absorbed into the new list prices and the additional increase will vary among product categories, averaging approximately 4%.

Although the rate of inflation has slowed, we have continued to absorb increases from several of our suppliers, particularly in the categories that affect our case goods product.

Additionally, pressure on wages and compensation and the highly competitive labor market continues to impact our ability to attract and retain skilled associates who are vital to maintaining our level of quality.

At HPFi we are doing everything we can to control costs and manage resources efficiently. This year alone, we have invested significantly in equipment and process technology to enable HPFi to increase efficiency and maintain costs. Most importantly, we are committed to delivering the same level of high quality, well-priced, commercial-grade furniture that you have come to rely on.

As a result of carefully weighing all these factors, we find it necessary to implement this price increase. The increase applies to all products, effective with orders placed January 2, 2024. A new HPFi 2024 Price Book is in progress and will soon be on our website. Pricing is currently available in an [Excel workbook](#) for your convenience.

We look forward to an equally satisfying business partnership in 2024 and beyond!

Sincerely,

A handwritten signature in black ink, appearing to read "Jerry Samet", with a long horizontal flourish extending to the right.

Jerry Samet
President