



High Point, USA



Rediscover High Point Furniture.

October 22, 2021

Dear HPFi Business Partner:

As the year end approaches, we continue to experience a very difficult business environment. While we were anticipating some relief in the material cost increases and supply chain issues by the end of this year, this does not appear to be the case. As a result, our standard pricing will increase 4% effective January 1, 2022. Additionally, the 4% surcharge initiated in September will remain in place.

Thanks to loyal business partners like you, HPFi is well positioned to emerge from the pandemic even stronger with many planned new products and programs coming this year. We encourage you to revisit our web site for the new products introduced this past year:

- [Flex Mobile](#) lounge seating
- [Hyperwork Education Mobile Bookcases](#)
- [Spencer Tables](#) (occasional, mobile, standing height)
- [ETC Office Chairs](#)
- [Flex Ottoman](#) fun shapes

A new HPFi 2022 price Book incorporating all these new products has been completed and is on our website. It is available as both a searchable [PDF document](#) and an importable [Excel workbook](#) for your convenience.

We look forward to an equally satisfying business partnership in 2022!

Sincerely,

A handwritten signature in black ink, appearing to read "Jerry Samet", written in a cursive style.

Jerry Samet
President