



February 9<sup>th</sup>, 2015

Subject: Price Increase

Dear valued customer,

Recent changes in the value of the Canadian dollar against both the US dollar and European Euro are such that we are required to increase our hard surface product pricing between 3 and 12 %. Notwithstanding the same exchange rate issues as it relates to carpet raw materials, we have been able to avoid any carpet price increases at this time as a result of improved operational efficiencies and better sourcing.

Product categories affected by this price increase include solid hardwood, engineered hardwood, laminate, carpet tile, LVP and LVT. As mentioned above, we will not be implementing a price increase on broadloom carpet, nor will we be instituting a price increase on sheet vinyl.

The above price increase will be effective on all orders placed on or after March 9<sup>th</sup>, 2015. Please be advised that all orders received between February 9<sup>th</sup>, 2015 and March 9<sup>th</sup>, 2015 will be invoiced at current pricing provided that the order is placed for immediate shipment. All orders currently in house will be shipped at current prices if they are shipped before March 9<sup>th</sup>, 2015. Should an order be backordered after March 9<sup>th</sup>, 2015, we will respect pricing in effect prior to March 9<sup>th</sup>, 2015.

New price lists will be forwarded to your attention shortly. Thank you for your understanding in this matter and for your continued support of Beaulieu Canada.

Yours truly,

A handwritten signature in black ink that reads 'M. Bergamin' with a long horizontal flourish extending to the right.

Mario Bergamin  
Executive Vice-President Residential Sales

**Acton Vale**  
335, rue de Roxton  
Acton Vale, QC, J0H 1A0  
T: 450 546-5000  
800 853-9048  
F: 450 546-5027

**Farnham**  
1144, boul. Magenta Est  
Farnham, QC, J2N 1C1  
T: 450 293-8000  
800 625-5585  
F: 450 293-8001

**Toronto**  
7420 Airport Road, Suite 200  
Mississauga, ON, L4T 4E5  
T: 905 673-3650  
800 268-0989  
F: 905 673-3655

**Calgary**  
5353, 72e Avenue S.E.  
Calgary, AB, T2C 4X6  
T: 403 236-4045  
800 263-7980  
F: 403 984-6556