



December 18, 2019

To: All Customers of Virginia Hardwood

Subject: AHF Products Hardwood Pricing Policy Change

Due to higher costs than anticipated in packaging or handling costs associated with cut order processing and the expectation that these higher costs will persist, AHF Products find it necessary to increase pricing for any orders less than full pallet by \$0.15 per square foot across all hardwood product lines. (Capella, Armstrong, Bruce, Hartco) The current broken pallet charge (\$50.00) will also remain in effect.

As Virginia Hardwood carries an extensive inventory of AHF Products, this pricing policy change will only affect special order and non stocking flooring ordered in less than full pallet quantities.

In accordance with this new AHF pricing policy, Virginia Hardwood will be adding this \$0.15 per square foot pricing increase and broken pallet charge (\$50.00) to special order and non stocking flooring orders.

This policy change applies to all flooring orders shipped or will called on or after January 1st, 2020.