



*love what you do*

May 10, 2024

As we navigate the ongoing challenges posed by inflationary strains, labor dynamics, and supply chain disruptions, we find it necessary to address these impacts directly. Effective July 1, 2024, we will be implementing a **3% price increase** (exceptions below). Thank you for your understanding and continued partnership as we strive to navigate these economic realities together.

- 15% Walden
- 10% Addison, Ansen, Class Act, Encore, Finale, Hoopz, Lincoln, Protocol, Trinity, Wellington, Ziva
- 5% BeSPACE, Cāav, Connect, Finn, Finn Nu, Flux, Indie, Moto, Poet, Prost, Reef, Romy
- 4% Arwyn

All JSI height-adjustable table and desk SKUs are exempt from price increase.

**Orders + Quotes**

This price increase is effective for orders placed on and after July 1, 2024. All orders placed by June 30, 2024, must ship by November 7, 2024 in order to receive current pricing. Orders received on or after July 1, 2024 or with a ship date beyond November 7, 2024 will receive new pricing. If an order has a requested delivery date falling beyond this window, our Order Services team will apply this price increase unless approved by a Regional Sales Manager, even if the order is placed prior to July 1, 2024. Projects we are currently quoting are valid until June 30, 2024. If we are notified the order will be placed after July 1, 2024, we will quote new pricing. Those quotes are valid for 60 days.

**Contracts**

GSA, State and Cooperative Contracts will be reviewed, and requests for increases submitted in accordance with the terms of each contract. Communication will be made as the requests are approved and new pricing effective dates are known.

**Specification + eTools**

CET Spec and JSI website price lists and updated typicals will go live on July 1, 2024. New pricing will be posted on 2020 Technologies website for their mid-month updates in July.

We apologize for the inconvenience this may cause and want to assure you that we continue to do all we can to offset cost increases. Thank you for your understanding as we continue to focus on bringing you amazing furniture solutions that inspire people to #lovewhatyoudo.

**Discontinued Series**

The series listed below will be discontinued with the July 1, 2024 price increase. Please contact your JSI sales or customer service representative with any concerns or questions about replacement options.

- |         |                       |         |        |
|---------|-----------------------|---------|--------|
| Apogee  | Collective Conference | Laurel  | Strata |
| Avalon  | Collective Motion*    | Melrose | Tara   |
| Cabaret | Esque                 | Murphy  | Tyler  |

\*All models to be discontinued except for mobile pods (CM4517 & CM4519)



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