

ÉTVAAL

NEWSLETTER | APRIL 2023 | VOLUME 57



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Take the first step in faith.
You don't have to see the whole
staircase, **just take the first step.**

- Martin Luther King JR

Excellence in
Quality and Service





Product Pricing

Price changes effective on **all orders delivered from**

**01 MAY
2023**

As a leading furniture manufacturer, we understand the need to keep costs down while operating efficiently. We constantly search for ways to maximize the value of our products, however, from time to time it is necessary to adjust our product pricing to compensate for the increases in expenses. Pleasingly, some of these increases have been absorbed with clever business strategies, working quicker and smarter from planning to production to logistics. Our prices maintain constant despite increases between 10% to 30% for production materials like board, veneers, pine, hardware and packaging materials, besides covering year over year inflation costs.

The current increases have come to a point that it is no longer absorbable into our current pricing structure or by internal process improvements. Consequently, as a result of the above, the frequency of the price movements and careful review of industry practices, we have decided that the best way to handle this situation is to put through a small increase of 2.5% effective on all deliveries from 1 May 2023.

We would like to thank you for your continued loyalty and support and greatly regret any inconvenience that may be caused by this increase.

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INNOVATION 2023



BUDGET

Compactum Upgrade

The Budget Compactum has been upgraded to 2 drawers with an opening at the top. The middle drop down door has been replaced with another drawer for ample storage space in the nursery.

DISCONTINUED LINES 2023

In order to streamline the manufacturing process and offer even better quality, we have decided to discontinue

- unpopular,
- time consuming and
- not enough volume lines.

Such a move will enable growth and expansion on our current fast moving top 100 lines to allow us to get these lines to you quicker and more regularly.

DOUBLE BUNKS

G106 GRANT 91 DOUBLE BUNK & SLATS

PEDESTAL

G261 RENE PEDESTAL

HEADBOARDS

G03 BASTILLE 152 HEADBOARD

P51 PAULA 152 HEADBOARD

W04 WILLOW 152 HEADBOARD

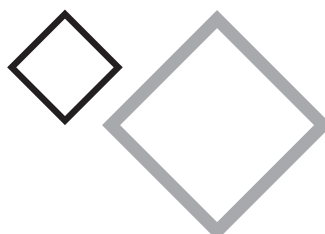
DESK

D101 BUDGET 1 DRAWER DESK

D102 BUDGET 2 DRAWER DESK

We will be able to assist with final orders on the discontinued products.

Closing date for Final Orders
30 April 2023



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