



Pekin Hardwood  
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 Pekin, IL 61554  
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3/4" SOLID WOOD FLOORING  
 October 2011  
 PRICE LIST - US\$ FOB: Pekin, IL

## Seasons Lachute

## PREFINISHED

|  |   | 2 1/4"                  | 3 1/4"     | 4"         |        |
|--|---|-------------------------|------------|------------|--------|
|  |   | \$/sq. ft.              | \$/sq. ft. | \$/sq. ft. |        |
| BIRCH  | Select & Better SG                              | \$3.94                  | \$4.11     | \$3.94     |        |
|  | Prestige SG                                     | \$3.83                  | \$3.94     | \$3.83     |        |
|  | 1 Common SG                                     | \$3.71                  | \$3.83     | \$3.71     |        |
|  | Bistro SG (no warranty)                         | \$2.64                  | \$2.76     | \$2.64     |        |
|  | Seasons Stains S&B Special Order                | \$4.39                  | \$4.56     | \$4.39     |        |
|  | Seasons 1 Com Cappuccino/Cumaru/Sable/Walnut SG | \$3.94                  | \$4.05     | \$3.94     |        |
|  | Seasons Stains 1 com Special Order              | \$4.16                  | \$4.28     | \$4.16     |        |
|  | Competitor's Stains 1 com Special Order         | \$4.44                  | \$4.56     | \$4.44     |        |
|  | Oil FX (not brushed) 1 com Special Order        | \$4.28                  | \$4.39     | \$4.28     |        |
|  | Oil FX Brushed & Specialty 1 com Special Order  | \$4.73                  | \$4.84     | \$4.73     |        |
|  | MAPLE   | Select & Better SG      | \$3.66     | \$4.61     | \$4.61 |
|  |   | 1 Common SG             | \$3.38     | \$4.33     | \$4.33 |
|  |   | Bistro SG (no warranty) | \$2.64     | \$2.87     | \$2.87 |
| Seasons Stains S&B Special Order               |   | \$4.11                  | \$5.06     | \$5.06     |        |
| Seasons 1 com Sable / Choco SG                 |   | \$3.60                  | \$4.56     | \$4.56     |        |
| Seasons Stains 1 com Special Order             |   | \$3.83                  | \$4.78     | \$4.78     |        |
| Competitor's Stains 1 com Special Order        |   | \$4.11                  | \$5.06     | \$5.06     |        |
| Oil FX (not brushed) 1 com Special Order       |   | \$3.94                  | \$4.89     | \$4.89     |        |
| Oil FX Brushed & Specialty 1 com Special Order |   | \$4.39                  | \$5.34     | \$5.34     |        |
| RED OAK  |   | Select SG               | \$3.66     | \$4.33     | \$4.33 |
|  |   | 1 Common SG             | \$3.49     | \$4.16     | \$4.16 |
|  | Bistro SG (no warranty)                         | \$2.64                  | \$2.87     | \$2.87     |        |
|  | Seasons Stains Select Special Order             | \$4.11                  | \$4.78     | \$4.78     |        |
|  | Seasons 1 com Bourbon / Gunstock / Walnut SG    | \$3.71                  | \$4.39     | \$4.39     |        |
|  | Seasons Stains 1 com Special Order              | \$3.94                  | \$4.61     | \$4.61     |        |
|  | Competitor's Stains 1 com Special Order         | \$4.22                  | \$4.89     | \$4.89     |        |
|  | Oil FX (not brushed) 1 com Special Order        | \$4.05                  | \$4.73     | \$4.73     |        |
|  | Oil FX Brushed & Specialty 1 com Special Order  | \$4.50                  | \$5.18     | \$5.18     |        |

\$50 handling fee for orders less than 300sf of any SKU

Custom stain orders are non-cancelable & non-returnable

2 1/4" & 3 1/4" = 20sf/box; 800sf/pallet; 4" = 18sf/box; 900sf/pallet

A minimum 30% re-stocking charge will apply on all returned merchandise

This list replaces and voids all previous lists; Prices subject to change without notice



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**NORTHPLANK**



3/4" SOLID WOOD FLOORING  
 October 2011

PRICE LIST - US\$ FOB: Pekin, IL

|                                      | Minimum 1 Pallet                  |                                   |                               |                               | < 1 Pallet                        |                                   |                               |                               | < 300sf    |
|--------------------------------------|-----------------------------------|-----------------------------------|-------------------------------|-------------------------------|-----------------------------------|-----------------------------------|-------------------------------|-------------------------------|------------|
|                                      | 2 1/4"<br>800sf/pal<br>\$/sq. ft. | 3 1/4"<br>800sf/pal<br>\$/sq. ft. | 4"<br>900sf/pal<br>\$/sq. ft. | 5"<br>840sf/pal<br>\$/sq. ft. | 2 1/4"<br>800sf/pal<br>\$/sq. ft. | 3 1/4"<br>800sf/pal<br>\$/sq. ft. | 4"<br>900sf/pal<br>\$/sq. ft. | 5"<br>840sf/pal<br>\$/sq. ft. |            |
| <b>Northplank Lachute</b>            |                                   |                                   |                               |                               |                                   |                                   |                               |                               |            |
| <b>BIRCH</b>                         |                                   |                                   |                               |                               |                                   |                                   |                               |                               |            |
| NorthPlank® SG only                  | \$3.32                            | \$3.38                            | \$3.38                        | \$3.60                        | \$3.54                            | \$3.60                            | \$3.60                        | \$3.83                        |            |
| NorthPlank® Black Pepper / Coffee    | \$3.54                            | \$3.60                            | \$3.60                        | \$3.83                        | \$3.77                            | \$3.83                            | \$3.83                        | \$4.05                        |            |
| NorthPank® Sable / Walnut / Fawn SAT |                                   |                                   |                               |                               |                                   |                                   |                               |                               |            |
| NorthPlank® Other Seasons Stain      | \$3.88                            | \$3.94                            | \$3.94                        | \$4.16                        | \$4.22                            | \$4.28                            | \$4.28                        | \$4.50                        |            |
| NorthPlank® Oil FX (Not Brush.)      | \$3.99                            | \$4.05                            | \$4.05                        | \$4.28                        | \$4.33                            | \$4.39                            | \$4.39                        | \$4.61                        |            |
| NorthPlank® Oil FX Brushed           | \$4.44                            | \$4.50                            | \$4.50                        | \$4.73                        | \$4.78                            | \$4.84                            | \$4.84                        | \$5.06                        |            |
| <b>MAPLE</b>                         |                                   |                                   |                               |                               |                                   |                                   |                               |                               |            |
| NorthPlank® SG only                  | \$3.09                            | \$3.71                            | \$3.71                        | \$3.94                        | \$3.32                            | \$3.94                            | \$3.94                        | \$4.16                        |            |
| NorthPlank® Classic / Fawn / Walnut  | \$3.32                            | \$3.94                            | \$3.94                        | \$4.16                        | \$3.54                            | \$4.16                            | \$4.16                        | \$4.39                        | Add        |
| NorthPlank® Other Seasons Stain      | \$3.66                            | \$4.28                            | \$4.28                        | \$4.50                        | \$3.99                            | \$4.61                            | \$4.61                        | \$4.84                        | \$50/order |
| NorthPlank® Oil FX (Not Brush.)      | \$3.77                            | \$4.39                            | \$4.39                        | \$4.61                        | \$4.11                            | \$4.73                            | \$4.73                        | \$4.95                        |            |
| NorthPlank® Oil FX Brushed           | \$4.22                            | \$4.84                            | \$4.84                        | \$5.06                        | \$4.56                            | \$5.18                            | \$5.18                        | \$5.40                        |            |
| <b>RED OAK</b>                       |                                   |                                   |                               |                               |                                   |                                   |                               |                               |            |
| NorthPlank® SG only                  | \$3.09                            | \$3.83                            | \$3.83                        | \$4.05                        | \$3.32                            | \$4.05                            | \$4.05                        | \$4.28                        |            |
| NP® Coffee/Gunstock/Sable            | \$3.32                            | \$4.05                            | \$4.05                        | \$4.28                        | \$3.54                            | \$4.28                            | \$4.28                        | \$4.50                        |            |
| NorthPlank® Other Seasons Stain      | \$3.66                            | \$4.39                            | \$4.39                        | \$4.61                        | \$3.99                            | \$4.73                            | \$4.73                        | \$4.95                        |            |
| NorthPlank® Oil FX (Not Brush.)      | \$3.77                            | \$4.50                            | \$4.50                        | \$4.73                        | \$4.11                            | \$4.84                            | \$4.84                        | \$5.06                        |            |
| NorthPlank® Oil FX Brushed           | \$4.22                            | \$4.95                            | \$4.95                        | \$5.18                        | \$4.56                            | \$5.29                            | \$5.29                        | \$5.51                        |            |
| <b>CHERRY</b>                        |                                   |                                   |                               |                               |                                   |                                   |                               |                               |            |
| NorthPlank® Satin                    | \$3.66                            |                                   |                               |                               | \$3.88                            |                                   |                               |                               |            |

Please refer to Stock Color Collection chart for widths in stock

\$50 handling fee for orders less than 300sf of any SKU

Add \$0.25/sf for competitor's stain

Custom stain orders are non-cancelable & non-returnable

2 1/4" & 3 1/4" = 20sf/box; 800sf/pallet 4" = 18sf/box; 900sf/pallet 5" = 21sf/box; 840sf/pallet

A minimum 30% re-stocking charge will apply on all returned merchandise

This list replaces and voids all previous lists

Prices subject to change without notice



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PEKIN HARDWOOD

October 2011

DELIVERED PRICE LIST - US\$ PEKIN, IL

| Seasons Delivered                                    |   | PREFINISHED                         |            |            |         |
|--|---|-------------------------------------|------------|------------|---------|
|  |   | 2 1/4"                              | 3 1/4"     | 4"         |         |
|  |   | \$/sq. ft.                          | \$/sq. ft. | \$/sq. ft. |         |
| BIRCH  | Select & Better SG                              | \$4.35                              | \$4.52     | \$4.35     |         |
|  | Prestige SG                                     | \$4.24                              | \$4.35     | \$4.24     |         |
|  | 1 Common SG                                     | \$4.13                              | \$4.24     | \$4.13     |         |
|  | Bistro SG (no warranty)                         | \$3.06                              | \$3.17     | \$3.06     |         |
|  | Seasons Stains S&B Special Order                | \$4.80                              | \$4.97     | \$4.80     |         |
|  | Seasons 1 Com Cappuccino/Cumaru/Sable/Walnut SG | \$4.35                              | \$4.47     | \$4.35     |         |
|  | Seasons Stains 1 com Special Order              | \$4.58                              | \$4.69     | \$4.58     |         |
|  | Competitor's Stains 1 com Special Order         | \$4.86                              | \$4.97     | \$4.86     |         |
|  | Oil FX (not brushed) 1 com Special Order        | \$4.69                              | \$4.80     | \$4.69     |         |
|  | Oil FX Brushed & Specialty 1 com Special Order  | \$5.14                              | \$5.25     | \$5.14     |         |
|  | MAPLE   | Select & Better SG                  | \$4.07     | \$5.03     | \$5.03  |
|  |   | 1 Common SG                         | \$3.79     | \$4.75     | \$4.75  |
|  |   | Bistro SG (no warranty)             | \$3.06     | \$3.29     | \$3.29  |
| Seasons Stains S&B Special Order                     |   | \$4.52                              | \$5.48     | \$5.48     |         |
| Seasons 1 com Sable / Choco SG                       |   | \$4.02                              | \$4.97     | \$4.97     |         |
| Seasons Stains 1 com Special Order                   |   | \$4.24                              | \$5.20     | \$5.20     |         |
| Competitor's Stains 1 com Special Order              |   | \$4.52                              | \$5.48     | \$5.48     |         |
| Oil FX (not brushed) 1 com Special Order             |   | \$4.35                              | \$5.31     | \$5.31     |         |
| Oil FX Brushed & Specialty 1 com Special Order       |   | \$4.80                              | \$5.76     | \$5.76     |         |
| RED OAK  |   | Select SG                           | \$4.07     | \$4.75     | \$4.75  |
|  |   | 1 Common SG                         | \$3.90     | \$4.58     | \$4.58  |
|  |   | Bistro SG (no warranty)             | \$3.06     | \$3.29     | \$3.29  |
|  |   | Seasons Stains Select Special Order | \$4.52     | \$5.20     | \$5.20  |
|  | Seasons 1 com Bourbon / Gunstock / Walnut SG    | \$4.13                              | \$4.80     | \$4.80     |         |
|  | Seasons Stains 1 com Special Order              | \$4.35                              | \$5.03     | \$5.03     |         |
|  | Competitor's Stains 1 com Special Order         | \$4.64                              | \$5.31     | \$5.31     |         |
|  | Oil FX (not brushed) 1 com Special Order        | \$4.47                              | \$5.14     | \$5.14     |         |
|  | Oil FX Brushed & Specialty 1 com Special Order  | \$4.92                              | \$5.59     | \$5.59     |         |
|  |   | sf                                  | 500-599    | 400-499    | 200-399 |
| Less than 600sf please add for delivered pricing: \$ |   | \$0.17                              | \$0.29     | \$0.61     |         |

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**NORTHPLANK**



1-Oct-11  
 DELIVERED PRICE LIST - US FOB \$ PEKIN, IL

|         | Northplank Delivered                              | Minimum 1 Pallet |            |            |            | < 1 Pallet |            |            | < 300sf    |            |
|---------|---|------------------|------------|------------|------------|------------|------------|------------|------------|------------|
|         |   | 2 1/4"           | 3 1/4"     | 4"         | 5"         | 2 1/4"     | 3 1/4"     | 4"         |            | 5"         |
|         |   | 800sf/pal        | 800sf/pal  | 900sf/pal  | 840sf/pal  | 800sf/pal  | 800sf/pal  | 900sf/pal  | 840sf/pal  |            |
|         |   | \$/sq. ft.       | \$/sq. ft. | \$/sq. ft. | \$/sq. ft. | \$/sq. ft. | \$/sq. ft. | \$/sq. ft. | \$/sq. ft. |            |
| BIRCH   | NorthPlank® SG only                               | \$3.74           | \$3.79     | \$3.79     | \$4.02     | \$3.96     | \$4.02     | \$4.02     | \$4.24     |            |
|         | NorthPlank® Black Pepper / Coffee SG              | \$3.96           | \$4.02     | \$4.02     | \$4.24     | \$4.19     | \$4.24     | \$4.24     | \$4.47     |            |
|         | NorthPlank® Sable SG / Walnut SG / Fawn SAT       |                  |            |            |            |            |            |            |            |            |
|         | NorthPlank® Other Seasons Stain                   | \$4.30           | \$4.35     | \$4.35     | \$4.58     | \$4.64     | \$4.69     | \$4.69     | \$4.92     |            |
| MAPLE   | NorthPlank® Oil FX (Not Brush.)                   | \$4.41           | \$4.47     | \$4.47     | \$4.69     | \$4.75     | \$4.80     | \$4.80     | \$5.03     |            |
|         | NorthPlank® Oil FX Brushed                        | \$4.86           | \$4.92     | \$4.92     | \$5.14     | \$5.20     | \$5.25     | \$5.25     | \$5.48     |            |
|         | NorthPlank® SG only                               | \$3.51           | \$4.13     | \$4.13     | \$4.35     | \$3.74     | \$4.35     | \$4.35     | \$4.58     | Add        |
|         | NorthPlank® Classic / Fawn / Walnut SG            | \$3.74           | \$4.35     | \$4.35     | \$4.58     | \$3.96     | \$4.58     | \$4.58     | \$4.80     | \$50/order |
| RED OAK | NorthPlank® Other Seasons Stain                   | \$4.07           | \$4.69     | \$4.69     | \$4.92     | \$4.41     | \$5.03     | \$5.03     | \$5.25     |            |
|         | NorthPlank® Oil FX (Not Brush.)                   | \$4.19           | \$4.80     | \$4.80     | \$5.03     | \$4.52     | \$5.14     | \$5.14     | \$5.37     |            |
|         | NorthPlank® Oil FX Brushed                        | \$4.12           | \$4.67     | \$4.67     | \$4.87     | \$4.42     | \$4.97     | \$4.97     | \$5.17     |            |
|         | NorthPlank® SG only                               | \$3.51           | \$4.24     | \$4.24     | \$4.47     | \$3.74     | \$4.47     | \$4.47     | \$4.69     |            |
| CHERRY  | NP® Coffee/Gunstock/Sable SG                      | \$3.74           | \$4.47     | \$4.47     | \$4.69     | \$3.96     | \$4.69     | \$4.69     | \$4.92     |            |
|         | NorthPlank® Other Seasons Stain                   | \$4.07           | \$4.80     | \$4.80     | \$5.03     | \$4.41     | \$5.14     | \$5.14     | \$5.37     |            |
|         | NorthPlank® Oil FX (Not Brush.)                   | \$4.19           | \$4.92     | \$4.92     | \$5.14     | \$4.52     | \$5.25     | \$5.25     | \$5.48     |            |
|         | NorthPlank® Oil FX Brushed                        | \$4.64           | \$5.37     | \$5.37     | \$5.59     | \$4.97     | \$5.70     | \$5.70     | \$5.93     |            |
|         | NorthPlank® Satin                                 | \$4.07           |            |            |            | \$4.30     |            |            |            |            |
|         |   | sf               | 500-599    | 400-499    | 200-399    |            |            |            |            |            |
|         | Less than 600sf please add for delivered pricing: | \$               | \$0.17     | \$0.29     | \$0.61     |            |            |            |            |            |

Please refer to Stock Color Collection chart for widths in stock

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