

# Can-Am Wood

## Difference Between East and West Pricing

You will notice there are two PDF price lists: one labeled “WEST” and the other “EAST.”

These lists are identical except for one key difference:

- The “WEST” price list includes a \$9 up-charge for roughing the backs of chairs made from **Reclaimed Barnwood**.
- The “EAST” price list does not include this charge. As a result, those chair prices are \$9 lower—and the chair backs will be smooth, not rough-textured like the rest of the chair. **Use whichever price list matches how you want to show these particular chairs.**

If you are using the “Markup” worksheet (last page of spreadsheet) to calculate and display your own retail pricing, please follow the instructions below to ensure you’re showing the correct version based on your preference for chair backs:

Adjusting the “Chairs” Worksheet Display:

- To include the \$9 up-charge (for rough backs):
  - **Hide** Column F
  - **Show** Column G
  - **Show** Row 2
- To exclude the \$9 up-charge (for smooth backs):
  - **Show** Column F
  - **Hide** Column G
  - **Hide** Row 2