

November 12, 2010

**Subject: Product Deletions and Quick Delivery Program Revisions Update**

Dear Valued Business Partner,

Delivering exceptional value to you and your customers is our top priority at National. We strive to provide you with new and enhanced products and features that resonate well within the marketplace. To ensure we deliver on our commitments in providing the best in office furniture, we conduct regular evaluations of product viability. This review resulted in a couple of product series, select models and surface material deletions to ensure that our product line continues to offer fresh, essential choices with the exceptional style and affordability you expect from National.

The following product and surface material deletion overview as well as the "To You in 10 Days or Less" Quick Delivery program revisions are **effective January 15, 2010**. Please consider these in your specifying and purchasing plans.

Lastly, **effective immediately**, several seating fabrics are being deleted including all colors of Expressions and Presto along with select colors in American Graffiti, Route 66, Cathedral and Speedway.

**Product and Surface Material Deletions**

Effective January 15, 2010, the entire casegood series, Entice<sup>®</sup>, and seating line, Wow<sup>®</sup>, will be deleted. Only select, low volume models are being deleted from the Casbah<sup>®</sup>, Clever<sup>®</sup>, EnvyWorks<sup>®</sup>, Escalade<sup>®</sup> and Lauderdale<sup>®</sup> casegood series. These items can be ordered up to this date or until inventory is depleted (extended lead-times and minimum order quantities may apply). As of January 15<sup>th</sup>, these deleted products will no longer be available in electronic specification and ordering tools.

**Entire series being deleted:**

- Entice Casegoods
- Wow Seating

**Select models being deleted within these series:**

*Page numbers reference the January 19, 2009, Price List*

**Casbah Casegoods**

- Double Pedestal Desks with B/B/F – B/B/F Pedestals and F/F – F/F Pedestals (pages 220-221)
- Single Pedestal Desks and Single Pedestal Extended Corner Desks with F/F – F/F Pedestal (pages 223-227)
- Single Pedestal Reception Desk with F/F – F/F Pedestal (page 232)
- Returns with B/B/F – B/B/F Pedestal and F/F – F/F Pedestal (pages 239-240)
- Lateral File Credenzas with Lateral File – F/F Pedestals (pages 246 – 247)
- Kneespace Credenzas with B/B/F – B/B/F Pedestals, B/B/F – F/F Pedestals, F/F – B/B/F Pedestals, Lateral File – Lateral File Pedestals, and Double Door – Double Door Pedestals (pages 250 – 257)
- 90" and 96" Single Pedestal Credenzas with F/F Pedestal, B/B/F Pedestal, Lateral File Pedestal, B/B/F – F/F Pedestal, and F/F – B/B/F Pedestal (pages 262 – 271)
- Single Pedestal Credenzas with B/B/F – B/B/F Pedestal, F/F – F/F Pedestal, and Lateral File – F/F Pedestal (pages 272 – 279)

Clever Casegoods: Mobile File Cart and all Privacy Panels and Connector Posts (pages 394 and 397)

EnvyWorks Casegoods: Shell 24" Extended Corner Credenza (page 206)

Escalade Casegoods: Returns with CPU Storage (page 343)

Lauderdale Casegoods: Single Pedestal Pivot Desk (page 405)

Accessories: Notebook Manager, Work Lights (Desktop and Slatwall Mount), Faux Leather Paper Tray, Pencil Cup and Waste Basket, Under Surface Power Data Center (pages 608 – 624)

**For the detailed listing of model numbers, go to [ww.NationalOfficeFurniture.com/News](http://ww.NationalOfficeFurniture.com/News).**

**Surface Material Deletions**

The following fabrics will be deleted on January 15<sup>th</sup>, 2010, or until inventory depletes.

- Reflections Tack Board Fabric
- Davenport 70104 Terra Cotta - Alternative recommendations: Davenport 70103 Earthy, Brisa 71014 Aztec

**Effective immediately**, the following seating fabrics are being deleted. Limited inventory is still available and we will support orders until inventory depletion. Contact customer service for availability and/or alternative recommendations.

- American Graffiti colors
  - 5321 T-Bird, 5333 Lipstick, 5369 Chocolate Shake, 5313 Drive In
- Cathedral colors
  - 3905 Manoria, 3912 Guilford, 3933 Constantine, 3938 Bristol, 3942 York, 3947 Canterbury, 3948 Patrick, 3993 Basilica
- Route 66 colors
  - 348 Mustang Corral, 344 Devil's Elbow, 304 Detour, 317 Mother Road, 334 Red Rock, 339 Main Street
- Speedway 10179 Winnings
- Presto – all colors
- Expressions – all colors

**"To You in 10 Days or Less" Quick Delivery Casegood Revisions**

We are making several revisions to our "To You In 10 Days or Less" Quick Delivery casegoods product offering to provide a variety of styles and models based on marketplace popularity. The below revisions are effective January 15, 2010.

**All models from these series are moving to Made-to-Order:**

- All Q models for EnvyWorks, Franklin, Hiland, Lauderdale, Arrowood Veneer (3100) with ¾ pedestals and Clever with Wood Tops

*Note: Our standard made-to-order lead time is 3 weeks*

**Similar/Consistent SKUs within the following series will be available on the Quick Delivery program:**

- |   |  |
|---|--|
| <ul style="list-style-type: none"> <li>• Arrowood Laminate (2100)</li> <li>• Flourish with Wood Tops</li> <li>• Roosevelt with Laminate Tops</li> <li>• Clever with Laminate Tops</li> <li>• Arrowood Veneer (3100) Full Pedestals with Wood Tops</li> <li>• Barrington with Wood Tops</li> <li>• Escalade</li> </ul> | <p><i>Additional Quick Delivery Models</i></p> <ul style="list-style-type: none"> <li>• Universal Veneer Bookcases</li> <li>• Universal Lateral Files</li> <li>• Select Conference Tables/Bases</li> <li>• WaveWorks 2 and 4-Drawer Metal Lateral Files</li> </ul> |
|---|--|

**Outline of available casegood SKUs within each collection above:**

36" x 72" Double Pedestal Desk	Highback Organizer
36" x 72" Single Pedestal Desk	Wall Mount Cabinet
Left/Right Returns	2-Drawer Lateral File
Bridges (2 sizes)	Freestanding Bookcase
Storage Credenza (if series offers)	Set-on Bookcase
Kneespace Credenza	End Table (if series offers)
	Magazine Table (if series offers)

**Our Quick Delivery tables will include:**

42" Round (wood and laminate)  
 48" x 96" Racetrack (wood and laminate)  
 Cylinder Bases without wire management (wood and laminate)  
 Thin Panel Bases (wood and laminate)

**Seating**

The vast array of seating options offered today will remain in the 2010 program.

Please contact Customer Service with additional questions. Thank you for your continued support and we appreciate you choosing National as your business partner.

Sincerely,



Angie Schuch  
 Director of Product Line Management