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# Durham Furniture

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## MEMO

Date: September 30, 2021  
To: All Durham Furniture dealers  
From: Luke Simpson  
Subject: Product modification notice: Immediate conversion of 111 Hudson Falls and 131 Glen Terrace to metal drawer guides

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Durham Furniture is converting the '111 Hudson Falls' and '131 Glen Terrace' collections from wood-on-wood guides to soft close metal guides. We believe this will be a perceived improvement to these groups by consumers. We have completed all the necessary background work to make this switch and are ready to move forward.

We intend to do this on an 'order date' basis. All orders received and entered at Durham up to and including Friday, October 1, 2021 for 111 and 131 case pieces will be produced with wood-on-wood guides. Orders received **after 12:00 pm, Friday, October 1, 2021** will be scheduled for production with soft-close metal guides.

The attached PDF notice should be posted with your floored collections of these products, and added to your catalogs. An update to the price list removing reference to wood guides will be issued very shortly. Please note, there is no price increase resulting from this change.

We recognize that some of you may have floored product that will now be out of date. Josh Alexander, VP Sales, along with your rep, will be working with each of you on a case-by-case basis to determine what, if any, course of action makes sense for your store. Lastly, this group going forward is available as soft-close metal guides only.

Please don't hesitate to contact us should you have any questions.



Luke Simpson  
President & CEO