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# Durham Furniture

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## Renowned for Solid Wood Since 1899

April 18, 2022

To All Durham Furniture Dealers,

**Re: Discontinued Product Notice**

Following review of our overall product line, the below collections or pieces will be discontinued due to under-performance:

**Discontinued Collections**

- 167 / 168 Modern Simplicity
- 202 Lighthouse
- 161 Cascata (bedroom pieces only – the occasional group will remain)

**Solid Accent Pieces Discontinued**

- 112 Vineyard Creek occasional pieces (502C, 532C, 538C, 561C)
- 900-124/144 panel bed
- 900-125/145 Cannonball bed
- 900-153 tall secretary chest
- 900-180 round mirror (available in 111 and 112 collections)
- 900-195 cheval mirror
- 900-210A 42" writing table (available in Perfect Balance with hardware option)
- 900-211A 48" writing table (available in Perfect Balance with hardware option)
- 900-290 modern plasma console
- 900-290C transitional plasma console
- 900-290S Westwood plasma console
- 900 tables Westwood (502S, 503S, 505S, 532S, 538S)
- 900 tables Louis Philippe (502C, 532C, 538C, 561C)
- 902-563 Dundy drop leaf

**Discontinued Perfect Balance Beds**

In addition to the above, we are making a long overdue change to the beds in the Perfect Balance program. Currently, there is a 'collection' headboard with each styling (3201 twin through king panel bed, 3202 twin through king panel bed, etc.). Our sales analysis indicates consumers are purchasing predominantly either the 3202 headboards for a traditional panel look or the 3205 headboards for a contemporary panel look.

To support and simplify this, all panel headboards specific to the collections will be discontinued. The 3202 panel headboard will be re-sku'd as a traditional panel headboard under the 3000 beds. The 3205 panel headboard will be re-sku'd as a contemporary panel headboard under the 3000 beds.

Discontinued sku's are as follows:

3201 panel headboards	(105H, 115H, 125H, 145H)
3202 panel headboards	(104H, 114H, 124H, 144H)
3203 panel headboards	(104H, 114H, 124H, 144H)
3204 panel headboards	(104H, 114H, 124H, 144H)
3205 panel headboards	(105H, 115H, 125H, 145H)
3207 panel headboards	(105H, 115H, 125H, 145H)
3208 panel headboards	(105H, 115H, 125H, 145H)
3215 panel headboards	(105H, 115H, 125H, 145H)

New headboard sku's being added:

3000 Traditional panel bed	901H, 911H, 921H, 941H (previously the 3202 headboard)
3000 Contemporary panel bed	902H, 912H, 922H, 942H (previously the 3205 headboard)

The Perfect Balance large tear-sheet will be updated to reflect these additions, which we are confident further simplifies the program.

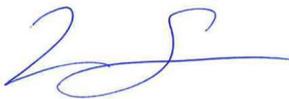
Lastly, power bars will be removed from all of Durham's armoires that are offered for sale.

**We will support all orders received for any of the above through to May 16, 2022.**

The new Perfect Balance headboard sku's will be available to order at that time as well.

Thank you for your continued support.

Sincerely



Luke Simpson  
President & CEO