



September 15, 2017

Dear Fairmont Designs – Bath Partner,

The days are starting to get shorter, the kids are back in school and pumpkin spice lattes are back at our local coffee shops. These are just a few of the signs 2017 is starting to come to a close. As we prepare to change the calendar at Fairmont Designs we are working to finalize some exciting additions in 2018. This also means we are determining the items to be “retired” this year.

At this time the following styles/configurations will be discontinued:

*Please note these entire collections are NOT being phased out – only the styles/configurations listed*

- 1503 Smithfield – Mink
- 1508 Framingham – Obsidian
- 1506 Napa – Aged Cabernet
- 1522 Acacia 21” Deep – 1522-V30, 1522-V36 & 1522-V42
- 1513-V60 – 60” Single Bowl Shaker Americana – Habana Cherry

We do still have inventory of these items. However, we are limited to the inventory we have on hand as we will no longer be producing anything additional. If you are interested in purchasing any items within these styles/configurations we suggest calling for availability. In addition, if you have any of these items on display, we encourage you to sell off the display and take advantage of our display program to replace it with a new Fairmont Designs furniture piece. Please touch base with your local representative on what items may show best for your market.

Thank You for your support,

A handwritten signature in blue ink, appearing to read "Nathaniel Mucha", is written over a faint circular stamp.

Nathaniel Mucha

Executive Vice President - Bath