

# BALDWIN®

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August 8, 2012

To: All Baldwin Customers

Re: Baldwin® Estate™ General and Cabinet Hardware Update

The following information includes details regarding upcoming changes to the Baldwin Hardware cabinet and general hardware portfolio.

## ***New Products***

Baldwin is pleased to announce the September 24, 2012 launch of five new cabinet hardware design families. Inspired by the Couture and Severin Fayerman Collections within the Estate lock portfolio, each family will include a coordinating cabinet knob, 3" and 4" cabinet pulls, and 8", 12", and 18" appliance pulls; all offered in five popular Baldwin finishes.



## ***Price Increase & Product Discontinuances***

In coordination with the July 2011 Estate lock price increase, effective on orders received after close of business Friday, October 12, 2012 Baldwin will be implementing an average 9% price increase across the entire general and cabinet hardware portfolio. Some of the categories that are most impacted by the change are highlight in the table to the right.

<b>CATEGORY</b>	<b>AVE. INCREASE</b>
Catches & Latches	11%
Cabinet Hardware	9%
Door Stops	10%
Hinges	8%

At the same time, Baldwin has made the decision to discontinue a selection of non-performing products. Highlighted on the subsequent pages, the last day to order these discontinued items will be Friday, October 12, 2012. Orders received after the discontinuance date will be processed from existing inventory only. These products will not be impacted by the previously mentioned price increase.

A detailed SKU listing with the new items, discontinued items, as well as the new pricing will be provided to you in August.

Please share this information with your associates and feel free to contact your Baldwin sales representative with any questions you may have.

Thank you for your continued support of Baldwin.

Sincerely,  
The Baldwin Marketing Team

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## DISCONTINUED GENERAL HARDWARE ITEMS – EFFECTIVE OCTOBER 15, 2012

### CABINET KNOBS

ITEM #	FINISHES	DESCRIPTION
4303.XXX	ALL	CRYSTAL KNOB-1"
4306.XXX	ALL	CRYSTAL KNOB-1"
4307.XXX	ALL	CRYSTAL KNOB-1.19"
4312.XXX	ALL	CRYSTAL KNOB-1.19"
4314.XXX	ALL	CRYSTAL KNOB-1.38"
4320.XXX	ALL	SATIN CRYSTAL KNOB 1"
4353.XXX	ALL	CRYSTAL KNOB-.38"
4355.XXX	ALL	CRYSTAL CONE KNOB 1.375"
4492.XXX.BIN	ALL	DECO KNOB 1"
4998.XXX.BIN	ALL	OVAL KNOB-1.125" X .75"

### CABINET PULLS

ITEM #	FINISHES	DESCRIPTION
4449.XXX.BIN	ALL	ARCH PULL - 7" CTC.

### DOOR PULLS

ITEM #	FINISHES	DESCRIPTION
2566.XXX	ALL	DOOR PULL - 8" CTC.
2567.XXX	ALL	DOOR PULL - 7" CTC.
2587.XXX	ALL	DOOR PULL - 6.5" CTC.
2679.XXX	ALL	DOOR PULL - 5.75" CTC.

### KICK PLATES

ITEM #	FINISHES	DESCRIPTION
2000.XXX.0634	140 ONLY	KICK PLATE 6" X 34"
2000.XXX.0830	140 ONLY	KICK PLATE 8" X 30"
2000.XXX.0834	140 ONLY	KICK PLATE 8" X 34"

### PUSH PLATE

ITEM #	FINISHES	DESCRIPTION
2264.XXX	ALL	PUSH PLATE - 3.5" x 14"
2266.XXX	ALL	PUSH PLATE - 4" x 16"
2274.XXX	ALL	PUSH PLATE - 2" x 18.5"

### WALL PLATES

ITEM #	FINISHES	DESCRIPTION
4762.XXX.CD	ALL	SQ. BEVEL COMBO
4763.XXX.CD	ALL	SQ. BEVEL DBL. COMBO
4773.XXX.CD	ALL	SQ. BEVEL TPL. COMBO
4767.XXX.CD	ALL	COLONIAL COMBO
4768.XXX.CD	ALL	COLONIAL DBL. COMBO
4783.XXX.CD	ALL	COLONIAL TPL. TGL COMBO
4791.XXX.CD	ALL	ROPE COMBO OUTLET/SG TGL
4792.XXX.CD	ALL	ROPE COMBO OUTLET/DBL TGL