

Dear Robern Customer,

In order to better serve our customers' needs, Robern is transitioning from "side kits" to "surface-mount kits." This change will take immediate effect.

Surface-mount kits will feature the mirrored or decorative glass side kit as well as all mounting hardware. Historically, all mounting hardware was included with the cabinet. Surface-mount hardware will be removed from the cabinets starting February 17, 2014.

All orders that have been placed, will be automatically transferred to the new surface-mount kit numbers. Please use the attached file to update all systems and information accordingly.

The attached excel file lists all of the new surface-mount kit model numbers and the side kit model number it replaces. There is a second tab on the excel file that also includes UPC information as well as weights and measures for the new surface-mount kits.

In the Robern 2014 price book, only the new surface-mount kit numbers will be referenced.

After February 17<sup>th</sup>, if you have a customer who has a cabinet without the surface-mount hardware and a side kit instead of a surface-mount kit, please have them contact customer service.

We thank you for your business. We look forward to serving you better with new products and better services throughout 2014.