



September 1, 2015

Dear Fairmont Designs – Bath Partner,

It is hard to believe that another school year is already upon us and 2016 is only a few months away. At Fairmont Designs we are in the final development stages of new collections and styles to launch at K-BIS 2016. Of course as we add new products we are always forced to review our existing collections and make the difficult decision of saying goodbye to some of our past favorites. This year is no different.

Thus we wanted to announce that, in addition to the collections that were discontinued earlier this year, the following collections will be discontinued:

- 148 Contour
- 169 Prairie
- 111 Windwood
- 1501 Framingham – Vintage Maple
(1502 Framingham – Polar White & 1508 Framingham – Obsidian will remain active)

We will also be discontinuing the following tops:

- Emperador Lite (EL) – Marble
- Mocha (MA) – Quartz

We do still have inventory of all these collections. However, we will no longer be producing anything additional, thus we are limited to inventory on hand. If you are interested in purchasing any items within these collections we will offer a deeper discount of at least 50/10/10/10 (.3645) limited to quantity on hand. Please note "Clearance" on your PO. 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 location.

Thank You for your support,

A handwritten signature in black ink, appearing to read "N. Mucha", with a long horizontal flourish extending to the right.

Nathaniel Mucha
V.P. of Sales