

Good Evening Everyone,

I hope you are all doing well today, and trust everyone is having a most enjoyable weekend (I am actually enjoying this Sunday, since the Chicago Bears aren't playing today, which decreases my levels of anxiety greatly). I just wanted to take a few moments to update you with regards to what is going on at Dornbracht and their progress in getting things back to normal after the fire in late July of this year -

1. **Core Assortment and Delivery Times** - are getting shorter, and have now been reduced to 3 weeks, 7 weeks and 10 week time slots. I have attached two .pdf files which show the available core product and the basic lead times for those items, but what follows is a basic summary of everything in those tables -
  - o **Chrome Only** - for the time being, Dornbracht remains a "chrome only" manufacturer. However, please look at Note #3 for some projected dates for our other finishes.
  - o **Lead Times** -
    - 3 weeks for the following -
      1. Rainsky E
      2. Concealed Rough Parts (Dornbracht Bath)
      3. Concealed Rough Parts (Dornbracht Kitchen)
      4. Concealed Rough Parts (Villeroy & Boch by Dornbracht)
    - 7 Weeks for the following -
      1. MEM (Bath)
      2. TARA.LOGIC (Bath)
      3. Tara. (Bath & Kitchen)
      4. Meta.02 (Bath & Kitchen)
      5. Symettrics (Bath)
      6. TARA.ULTRA (Kitchen)
      7. Elio (Kitchen)
      8. Tara Classic (Kitchen)
      9. Miscellaneous Accessories (Kitchen)
    - 10 Weeks for the following -
      1. Balance Modules
      2. Symettrics Single Lever Mixer/Spouts (Bath)
      3. LULU (Bath)
      4. Madison (Bath & Kitchen)
      5. Madison Flair (Bath & Kitchen)
      6. SQUARE (V&B by Dornbracht)
      7. SQUARE Exclusive (V&B by Dornbracht)
      8. SQUARE Vogue (V&B by Dornbracht)
      9. CULT (V&B by Dornbracht)
    - 20 Weeks for the following -
      1. SuperNova (Bath)
      2. LaFleur (V&B by Dornbracht)

- DELIVERIES START JUNE 2010 -
  1. Elemental Spa (Bath)
  2. eMote (Bath)
  3. eTech (Bath)
  4. Jefferson (Bath)
  5. Maro (Kitchen)
  6. Lot (Kitchen)
  7. SOUL (V&B by Dornbracht)
  8. SOURCE (V&B by Dornbracht)
  9. SOURCE Flow (V&B by Dornbracht)
  10. CIRCLE (V&B by Dornbracht)
- 2. **Displays** - display orders are now being accepted for all core products listed above. The lead time will be an additional 4 weeks to the normal lead time quoted above (i.e. a LULU faucet, in chrome, would have a lead time of 16 weeks (the normal 12 plus the extra display 4).
- 3. **Projected Dates for Dornbracht's Other Finishes (for Core Product Assortment)** -
  - o Platinum and Platinum Matte - we will start shipping these finishes as of April 2010 (which means the factory will begin accepting these orders as of February 1st, 2010)
  - o All Other Finishes (includes Durabrass, Champagne and Polished Gold) - we will start shipping these finishes as of July 2010 (which means the factory will begin accepting these orders as of May 1st, 2010)
- 4. **Andreas Dornbracht's 2nd Podcast** - Mr. Dornbracht has issued another Podcast regarding the continuing progress at the German factory. If you would like to view this, just click on the following link - "<https://www.dornbracht-professional.com/NewsDtl.html?nid=1326&cid=505&id=3129>"

Also, please keep in mind that all of this information is available on the **Dornbracht Professional website**, whose product program information and Product Search features have been updated to reflect Dornbracht's currently available product status and lead times (in case you get tired of looking at the list I have included above). On the Home Page you will see an "i" icon that will directly link you to the latest news and product information in response to the recent fire. Both the PDF and Excel files including the core assortment of currently available products, delivery times, and product alternatives are also available for download from this section. The Product Search feature has also been updated to reflect the temporary product changes and all unavailable product lines or finishes have been crossed out. If available, a product alternative recommendation is also provided for currently unavailable products. In addition to showing the currently available products, the designated delivery icon of "A, B, or C" is provided next to the price information on available products. The Dornbracht Professional site's product program information and Product Search feature are continually updated to reflect changes as more product lines become available for production. For any of you (or your specifiers) that may not have access to the Professional site yet, it's simple - just navigate

to [www.dornbracht.com/professional](http://www.dornbracht.com/professional) and click on “apply for personal access here” to begin your on-line sign-up.

I hope this information helps, but please feel free to call any one of us at Hot2Cold if you have any questions, or you may contact Rebekah Covay in our office by phone at 847-501-6550, or via e-mail at "[rg@hot2cold.com](mailto:rg@hot2cold.com)". All of us at Hot2Cold and Dornbracht cannot begin to tell you how much we have appreciated your patience and encouragement through these somewhat challenging times. As you can see, things are improving by the day at the factory, and we are confident that things will be even better than before in the very near future.

Again, thank you all so much for your continued and unwavering support of both Dornbracht and Hot2Cold. Have a relaxing evening, stay safe, and enjoy the remainder of your weekend!

Sincerely,

Jim Babbitt

**Hot2Cold**

222 Northfield Road, Suite 100

Northfield, IL 60093

847-501-6550 Office Phone

847-501-6552 Office Fax

847-567-1792 Cell Phone

[babbitt@hot2cold.com](mailto:babbitt@hot2cold.com)

[www.hot2cold.com](http://www.hot2cold.com)