



Bathline

Newsletter for
Bath Cabinetry
Showrooms

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www.woodpro.com

2012 Issue 1



New Sleeker Lighting

Tired of dropping light globe thumb screws?

Thumb screws will be dropped permanently April 23, 2012!!

Woodpro J-Arm Lights are being upgraded to sleeker lights without thumb screw attachment of globes effective April 23, 2012. This applies to all Premier, Royale and Classic J-Arm lights and Cabinets with built-in J-Arm lights. New globes will also be slightly taller and some will be slightly different in shape or finish. There will be no change in prices for this upgrade. (Photo 1)

Updated Lighting Spotlight:

- Sleeker light stems & fittings and globes without thumb screws. These are available in Satin Nickel, Oil Rubbed Bronze and Chrome finish. (Photo 1)
- Four choices of light globes (all will be about 4 3/4" tall as compared to current globes which are about 4 1/8" tall):
 - Dome shape in White. Used for Lambiere and Monterey. (Photo 3)
 - Cone shape in Amber Scaro. Used for Gentry, Heirloom and Valencia to go with the Oil Rubbed Bronze light and hardware finish. (Photo 2, 4)
 - Bell shape in Alabaster. Used for Ashford, Royale collections and Classic Tri-View. (Photo 5)
 - Square shape in Frost color similar to our current Square globe. Used for Estate, Fireside and Nottingham. (Photo 1)
- Sleeker light front due to eliminating screws, and visible nuts, previously required for attaching the light front to the metal light box.

Woodpro leads the industry with the most wood frame mirrored medicine cabinet models available with built-in lights. In a recent design trends article from NKBA on the Trend toward more mirrored medicine cabinets with storage instead of decorative wall mirrors, it stated: "As we enter 2012, 66% of NKBA members have incorporated this element into a bathroom design, compared with 36% last year." In 2012, Woodpro will have the following Premier and Royale J-Arm Light Models and Mirrored Cabinet Models with J-Arm Lights built-in:

Description	Cabinet has Storage	Minimum Width	Maximum Width	Number of Models
J-Arm Lights		18"	48"	6
J-Arm Sconce*		5"	5"	1
Surface Mount Mirrored with Lights	Yes	18"	48"	7
Surface Mount Corner Mirrored with Lights	Yes	18"	18"	1
Surface Mount Breakfront Mirrored with Lights	Yes	48"	60"	6
Semi-Recessed Mirrored with Lights**	Yes	24"	48"	5
Framed Mirror with Lights		21"	30"	3
Tri-View Mirrored with Lights	Yes	24"	48"	4
TOTAL		--	--	33

* This model will become available when the 2012 Catalog goes into effect.

** These models, now available in Premier, will become available in Royale when the 2012 Catalog goes into effect ■



Photo 1. 24" Nottingham Mirrored Cabinet with Lights in Cherry wood with Medium and Black glaze color (BM24PLLNBCMB).



Photo 2. New Light Sconce



Photo 3. Dome White



Photo 4. Cone Amber



Photo 5. Bell Alabaster

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2 Display Discount

Special Discount on Displays of Premier Cabinetry with Built-In New J-Arm Lighting

We feel certain that our new J-Arm Lights will help you achieve higher sales and profit per bathroom than with our old models. We encourage you to replace or add display ensembles that include Mirrored

Cabinets with our new built-in J-Arm Lights.

Woodpro will discount the display ensemble, with a List Price Multiplier of 0.20, your purchase of Surface

Mount Mirrored Cabinets with Built-In Lights. If you order a vanity to display with it, the vanity also qualifies for the List Price Multiplier of 0.20. This offer good through August 14, 2012 ■

Product Line Changes

Product Line Changes available with the 2012 Catalog

Classic Collections Discontinued the Collections of Oldham and Pioneer.

Royale Collections Add a new collection, patterned after our best selling Gentry Collection, called Springhill.

New Product Additions In addition to the models marked "New" in the catalogs, we will add the following:

- Table Vanity line (see page 3 for drawing).
- Sconce side Light in Premier and Royale (Photo 2)
- Semi-Recessed Mirror Cabinets in 36", 42" & 48" widths in Premier and Royale
- Decorative Wall Cabinets in Premier
- Laundry Wall Cabinets in Premier
- Vanities with 3 drawers beside a sink door for all Premier Collections
- Drawered Base models with finished ends in 21", 27" & 30" widths in Premier
- 3-piece wall mount vanities, and related components in 66" & 72" width sets in Premier.
- Tri-Views in Oil Rubbed Bronze.
- Framed Mirrors with Lights in Bead Edge.
- Charcoal paint color.

Product Upgrades

- Linen Cabinet top of bottom door will be changed to line up with top drawer on vanities
- Ashford, Estate, Fireside and Nottingham furniture leg standard changed to Square Tapered. The Queen Anne and Ball & Claw leg options are still available ■

Brighter Fly-Over Lights available April 23, 2012

In order to provide more light on the critical framed mirror, mirrored cabinet and sink areas we are adding substantially more light to our Fly-Overs effective April 23, 2012. Each xenon light bulb is 20 watts. The number of xenon lights in each Fly-Over Light, for current and new models, is listed below:

Current

- 3 light bulbs (60 watts)
- 4 light bulbs (80 watts)
- 5 light bulbs (100 watts)
- 6 light bulbs (120 watts)

New

- 5 light bulbs (100 watts)
- 7 light bulbs (140 watts)
- 9 light bulbs (180 watts)
- 11 light bulbs (220 watts) ■

Charcoal Paint and Charcoal with Glaze available April 23, 2012



Photo 6. **New Maple Charcoal (Paint)** (MC-). Monterey 30" Vanity (BV3021QMSMC-) and **New Quartz Top Color, Prael Sands** (MQ3122-WPS8).

Charcoal Paint (code C) will be available over Maple and Oak woods. Charcoal on Maple (MC-), Charcoal with Black Glaze on Maple (MCB) and Charcoal with Pewter Glaze on Maple (MCP) will be new Secondary Wood-Colors. These will be included in Secondary Wood-Color Sample Sets replacing wood-color codes CFP, HSB and OSB. (Photo 6, 7, 8, 9) ■



Photo 7. **New Maple Charcoal (Paint)** (MC-)



Photo 8. **New Maple Charcoal with Black Glaze** (MCB)



Photo 9. **New Maple Charcoal with Pewter Glaze** (MCP)

Woodpro will also be closed on **Monday, May 28th, 2012 to celebrate Memorial Day**. Our regular cut-off for Northeast Group and LTL will be on **Tuesday, May 29th, 2012**

Product Line Changes

5" Metal Leg Option for Premier and Royale Vanities available April 23, 2012

This option is similar to our 5" Wood Leg Option in that it also costs \$150 and increases the vanity height from 33 1/2" to 34 1/2". Cabinets ordered with this option will have the legs packed separately inside the cabinet with instructions included for easy assembly (Photo 12) ■

Tri-Views in Oil Rubbed Bronze available April 23, 2012

Tri-Views and Tri-Views with Lights available in Premier, Royale and Classic Series in oil rubbed bronze. At the same time we are also changing the Tri-View Hardware standard for the following collections to Oil Rubbed Bronze: Gentry, Heirloom, Tuscany and Valencia ■

Table Vanities coming in 2012 Catalog

These will be available in widths of 24" - 72" and in both 18" and 21" depths ■

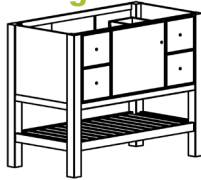


Photo 12. **New 5" Metal Leg Option.** Shown on Lambiere 36" Vanity with Zenith door style in Maple Espresso and optional hardware (BV3621QLZME-) and quartz top (MR3722-BPR8).

New 2012 Catalog planned for Early Summer

Our new Catalogs are in the final stages of development and will soon go to the printer. They represent a new Generation of Woodpro Catalogs. Here are the main concepts to be included:

Larger Binder with Index Tabs

The 10 Tabs will help you get quickly to the information you need.

Full Page of Collection Standards

Each Collection in Premier, Royale and Classic has a full page to show a large photo of a Vanity ensemble, a photo of a Dresser Vanity, Example ensemble drawings and all the Collection Standards.

Price Column for Glaze and Paint Finishes

All 2012 Catalogs are based on a new three price column concept which eliminates the manual calculation of Glaze and Paint add-on Price Percentages. This reduces the price of Glaze and Paint finishes and slightly increases the price of Cherry Stain finishes.

All Collections Use Same Model Number

The Second Model Number which had been used for Collection models with 5-piece drawer fronts has been changed to have the same model number as those Collection models with 1-piece drawer fronts (Example: B24821E becomes BD4821E).

Select Best Sellers Catalog

This new simplified catalog presents our best selling models, about 30% of total models, in our six best selling Premier Collection and Door Style combinations.

Premier Series Catalog

All Premier Series design models (like Aging in Place and Tub Enclosure Panels), including base models with finished ends are now included in this catalog.

Premier Multi-Piece Catalog

This Catalog is the old Designer Catalog without design models and with a new name. All 66" - 96" Premier multi-piece sets, and the components that make them up are included in this catalog.

This includes vanities, wall mount vanities, dresser vanities and table vanities.

Royale Series Catalog

The Royale Series catalog now includes 66" and 72" multi-piece vanities and the components that make them up.

Classic Series Catalog

The Classic Series catalog now includes 66" and 72" multi-piece vanities and the components that make them up.

Vanity Tops Catalog

This new catalog includes Quartz, Wood and Cultured Marble Tops. We have added 8 additional Quartz colors.

New Hardware & Lighting Brochure

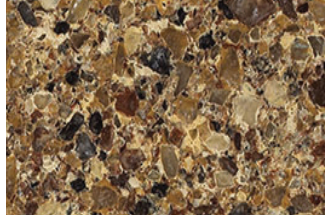
These two new brochures show our Decorative Hardware and our new Lighting ■

New! Quartz Top Colors Available April 23, 2012 (Engineered Stone by Cambria®)

The following eight colors provide lighter color and heavy texture choices to go with our current eight colors. For color samples of the eight new colors, order Sales Aid Item QQMQSMPL-N8, which has a Net Price of \$40. For color samples for all 16, order Sales Aid Item QQMQSMPL-SET, which has a Net Price of \$80.



Bellingham
BL



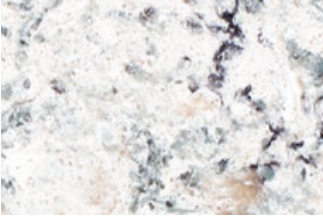
Brownhill
BH



Canterbury
CN



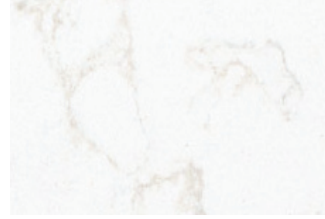
Lincolnshire
LS



Praa Sands
PS



Sharpam
SP



Torquay
TQ



Windemere
WM

Photography may not reflect the true color of the quartz top or cabinet finish.



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