

CONESTOGA WOOD
SPECIALTIES CORPORATION

UP DATE

Summer 2013

NEW

Weathered Grain Option



Metallic Finishes



**Alternative Species
for Cabinet Systems**



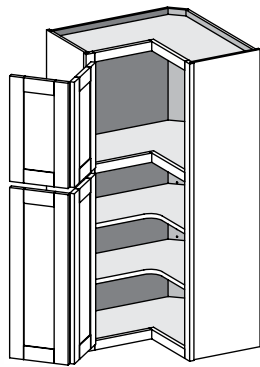
**Wood Conditioner
Option Expanded**

Cabinet Systems Media Centers

A series of base cabinets have been designed specifically for use beneath flat screen TV's and to accommodate audio-video components. Six unique Cabinet Systems configurations address multiple design and storage needs for today's family media center. Designs include two and three door units as well as door and drawer combinations ranging in width from 48" to 72". Media cabinets are available with popular options such as component finishing, flush or exposed ends, matching interiors and customization in width, depth and height. When combined with Conestoga's full complement of door and drawer front designs, these media cabinets become the focal point of any family room setting. For complete collection information, see Section 9.0 Home Office in the Cabinet Systems Product Manual.

Edge Profile Sample Kit

A new edge profile sample kit has been developed featuring each of the edge profiles shown on page 5.1 of the Custom Manual. This sample kit allows you to determine which profiles offer the best appearance on your selected door design prior to purchasing a sample door. Priced at \$75.00 net, this kit should be ordered using part #2600595A.



Two-tiered Wall Corner Cabinets for Cabinet Systems

Two wall corner cabinet designs are now available to accompany our two-tiered or transom style wall cabinets. Available in both the Advantage and Essence lines, a two-tiered version of a pie cut (TTWPC) and diagonal corner wall (TTWCSE) are 48" high with lower sections that align with 30" high wall cabinetry. Both units include a small upper display section. Either section can be styled with frame only, mullion or solid panel doors to best execute your design.

Both corner cabinets can be modified in height ranging between 48" and 60" and have two depth options of 24" or 27". For more information, see Section 5.0 in the Cabinet Systems Product Manual.

Weathered Grain Option

Conestoga's newest option, Weathered Grain, creates a highly textured and rustic appearance on Conestoga's slab and 5-piece doors and drawer fronts. The texturing process removes softer areas of wood within the growth rings, producing a look that resembles old weathered barn wood without the compromising cracks, voids and splits. The Weathered Grain option is available on several species including Alder, Cherry, Hickory, Pine and MDF, but looks most authentic on Red and White Oak, especially Quarter Sawn or Rift Oak. For more information, see page 5.10C in the Options section of our Custom Product Manual.

Quarter Sawn Red Oak
finished in Honey/Sable glaze

Primer Colors Expanded

When painting cabinetry, a coat of primer is necessary to ensure flaws in the substrate are masked and the accurate, consistent color is achieved on the cabinet's surface. A layer of good quality primer also assists in the curing cycle and can eliminate the need for additional coats of paint to fill porous areas within the wood.

For darker finishes we've found that tinting our white primer, using a Prism Paint or Colourtone, can avoid inconsistent finishes. We are now making these tinted primers available to our entire customer base to specify on your primed products and to purchase from our Duraguard loose finishes program. Light grey (1), medium grey (2), and dark grey (3) now augment our current white primer (4). These grey primers follow the same process as the white primer and are available in 1 or 5 gallon containers. For more information and pricing refer to Section 6, Wood Finishing Program.



Base Corner Cabinet Offering Expanded

Pie cut cabinets continue to grow in popularity as the preferred means to utilize interior corners in kitchen design. To address this trend and better serve the design needs of our customers we've developed a new corner cabinet and reintroduced two former corner cabinet options to the program.

Customizable corner cabinets (CSBLS):

Customize one or both "legs" of this new pie cut base for a totally custom corner fit. Specify the width of the leg between 33" and 42" and the front frame and door size changes accordingly. Sides remain fixed at 24" deep.

BLS3034.5 and BLS3334.5: Back by popular demand, these smaller corner cabinets assemble quick and easy, just like the full size 36" corner and are perfect for smaller kitchen plans and narrow entrance access.

See Section 6 Base Cabinets to see our entire offering of base corner solutions.

New Mission Posts

While decorative elements are still an essential part of kitchen design, many designers have opted to utilize more simplistic or understated architectural accents. With the overwhelming response to the introduction of our new legs and corbels last spring (see section 12 of our Custom Manual), we are expanding our decorative accents to include another series of square post designs. These new Mission posts are available in plain, full rout, partial rout and chamfered corner. Cherry, Hard Maple, Red Oak and Paint Grade can be specified for whole, half and 3/4 notched posts. These posts are in style, functional and timeless, fitting well into both traditional and contemporary settings. See the Mission posts on page 12.10A.



Artisan Architectural Accents Program Discontinued

As previously announced, the entire Artisan Architectural Accents program has been discontinued. Art For Everyday has recently matched the top selling Architectural Accents items and those products are available immediately. To receive a cross reference listing of the new Art For Everyday items and pricing, contact your Conestoga sales representative or Michael Crouse at mcrouse@conestogawood.com.

Alternative Specie Options Are Easy with Cabinet Systems

The convenience of premachined cabinet components from Conestoga is widely recognized as a way for cabinetmakers to efficiently produce high quality custom cabinetry in Cherry, Red Oak and Hard and Soft Maple. But to fabricate cabinetry in an alternative specie requires the cabinetmaker to use veneers or source sheet goods to offer matching specie exposed sides. Conestoga is now producing cabinet components in alternative species such as Alder, Hickory or Walnut.

Alternative specie Cabinet Systems are now as easy to quote and order as standard program species. OrderLink makes it simple and fast! Using OrderLink, these non-standard specie components are calculated, priced and added to your cabinet order:

End Skins – Precut 1/4" MDF core plywood end skins for visible cabinet ends based on the cabinet size. Specify left, right or both sides that require end skins.

Front Frames – Custom front frames in the specie you specify will be calculated with the corresponding framing widths and opening dimensions, complete with assembly dados to match the cabinet case.

Doors and Drawer Fronts – Doors and drawer fronts are sized in accordance with your overlay or inset selection. The appropriate quantities are calculated based on the cabinet configuration chosen.



Quarter Sawn White Oak in Colonial Finish

Driftwood Stain Refined

With the increasing popularity of grey finishes in laminates, melamines, paints and stains, last year Conestoga introduced a Driftwood wiping stain. While the color created a good deal of excitement from our customers, the chemical makeup of the stain allowed the substrate to play a large role in the final appearance and variation of the finished products. The Driftwood stain has now been reformulated to reduce much of the objectionable variation. While the basic grey color is the same as the original Driftwood, the new formulation will hold a tighter color tolerance and improve consistency from door to door and kitchen to kitchen. Refer to the finish chart on page 6.12 to see the entire Driftwood offering chart.



Driftwood stain on Cherry

New Shades of White Paint Available

Whether you manufacture custom, semi-custom or stock cabinetry, painted white finishes are probably among your top sellers, and any finisher knows that a “simple white” is anything but simple. As with most colors, there are numerous variations to the basic tone. By themselves they may appear insignificant, but a minor deviation can be the difference between delighting a customer or losing a sale altogether. To assist in providing the right white that will delight your customer, Conestoga is adding several new shades of white to our Prism Paint program. Since our current fan deck is an off the shelf sales tool from Sherwin-Williams, these new white finishes will not be included in the fan deck. Interested in discussing these new shades of white? Please contact our Finishing Technician, Jason Earhart at 717-445-3252.

5-Piece MDF Door Pricing Slashed!

Conestoga has just redefined the pricing structure for 5-piece MDF doors and drawer fronts, resulting in significant cost savings. See page 8.3A for reduced design charges and 8.3B for the new per foot material charges. Savings can range from 10% to 45% on average size doors!

The Advent of AVENTOS



AVENTOS HK, Blum's best-selling, state-of-the-art, door lift system is now available from Conestoga. Hinging for upward opening applications for wall cabinet doors is gaining popularity in the design community as it affords clear and easy access to the cabinet contents while the door remains clearly out of the way - above the head of the user.

Four AVENTOS kits provide all the necessary hardware to install flip up door access for wall cabinets. Each kit is designed to accommodate different door design types and weights. The AVENTOS HK lift system features integrated BLUMOTION with that legendary smooth soft close performance-even for heavy, solid doors. Learn more about AVENTOS HK and other specialty hardware in Section 5 Options of the Custom Product Manual.

Blum TANDEM Soft Close Drawer Glide Option for Pull-Out Trays

Kitted Pull-Out Trays for Conestoga's Cabinet Systems have always been popular accessory items. With simple installation cleats and multiple configurations for base and tall cabinets our system adds value and accessibility to custom cabinetry. To make a good system even better, we now offer Blum's TANDEM with BLUMOTION full extension drawer slides as an upgrade option to our Pull-Out Tray kits. For more price conscious jobs that require Pull-Out Trays, select our ball bearing side mount full extension slides. When using TANDEM with BLUMOTION on your kitchen drawers, include them on your Pull-Out Tray system as well for the ultimate in drawer suspension throughout.

Aluminum Door Collection Expanded

Our Aluminum Frame Door Collection continues to generate interest and subsequent sales growth as a result of recent profile additions and expanded panel insert options. Conestoga is pleased to introduce a new design featuring a striking fusion of metal and the bold colors of Parapan. AF006 and AF006S employ a minimal aluminum or stainless finish edge treatment which frames the Parapan center panel. Due to the nature of their design, these new profiles are available with all acrylic insert options (Parapan and Zenolite); glass and frame only options are not available. Find complete Aluminum Frame Door Collection designs, options and pricing in Section 5 of the Custom Product Manual.



AF006 with Kiwi and Black Parapan

Mullion Design Options

Mullion and glass doors have been an important architectural element for decades and interest in these doors has translated into today's modern kitchens. Designers and homeowners can add flair to their kitchen by including mullion doors to create focal points and display their fine glassware or other collectibles.

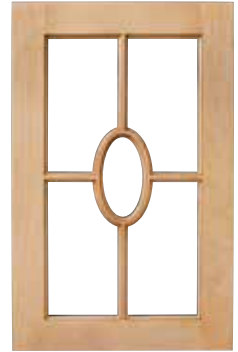
With an extensive collection of published mullions, Conestoga frequently receives requests for new mullion configurations through our Special Designs team. We've reviewed these requests to select the most popular and interesting. We've added 14 new configurations to the published mullion offering that reflects today's popular design trends with several interesting and creative patterns. Refer to pages 5.6A-5.6D for drawings and descriptions of this program expansion.



Double Bow Diamond



20 Lite Double Diamond



Elliptical Mullion

Customizable Case Only

A new, versatile cabinet case has been developed to address broader design and customization requirements. These Case Only cabinets are suited perfectly for multiple opening tall appliance applications to house ovens, microwaves and warming appliances.

Two versions of this customizable cabinet case, one with full length shelf support boring and one without, are available with multiple fixed floor shelf kits. When non-standard appliance openings or configurations are required, simply order one of these Case Only cabinets along with a custom front frame and doors then add fixed floors as needed to form individual interior spaces. Fixed floors will be sized to fit between the case sides and attach within the cabinets with a pair of plywood cleats.

Customizable Case Only components are found in Section 7, Tall Cabinets in the Cabinet Systems Product Manual.

Wood Conditioner Option Expanded

In 2012 Conestoga introduced a Wood Conditioner option for contoured mitered frame doors and mouldings. Applying the conditioner during the finishing process helps alleviate blotchiness and balances out uneven appearances between center panels and framing profiles that cannot be wide belt sanded. The result is a more consistent appearance with less overall color variation between individual doors and mouldings. The Wood Conditioner option is available only on products finished by Conestoga and is limited to select specie, finish and profile combinations because it will not have the same impact on species such as Red Oak or dark finishes like Espresso.

Based on requests to expand the conditioner option we are now adding 3 species - Alder, Cherry and White Birch to the current offering of Hard and Soft Maple. Additional finishes and moulding profiles have also been made eligible and the list price per stick of moulding has been significantly reduced. See page 5.10B of the Custom Product Manual for complete program details.



With Conditioner

Without Conditioner

Blum Specialty Hardware Discontinuation

TANDEM Plus BLUMOTION Inset Mounting Brackets used to mount TANDEM drawer slides behind the face frame for inset applications is being discontinued by Blum. This discontinuation is the result of waning national sales as well as functionality changes associated with the new 563 TANDEM slide series. Conestoga will no longer accept orders for these bracket kits effective June 10th 2013.

Blum TANDEM Drawer Slide Depth Availability
The customization features of our Cabinet Systems program is continually expanding to meet our customer's needs. With demand for variable depth storage to best utilize available space, both the Advantage and Essence cabinets can be ordered with TANDEM Plus BLUMOTION drawer slides in your choice of 12", 15", 18", 21", 24", 27" and 30" depths for base and tall cabinets. See section 11, Options in the Cabinet Systems Manual for pricing.

Metallized Finishes On Wood

"Mixed media" was a term initially used in the art world, but now has become commonplace in the kitchen design arena. Within kitchens, mixed media typically refers to designers blending styles and materials together in the same space to create a unique look and feel. Integrating multiple textures such as stone or concrete counter tops, wood cabinetry, glass or tile back splashes and metal accents are popular examples. While attractive, some of these design elements can be challenging to source affordably or effectively use in a kitchen build. This is particularly true with some types of metal components.

To increase flexibility and affordability to the mixed media trend, Conestoga introduces a Metallized Finishes program. Available in combination with a

wide variety of wood components and accents, the metallized finish materials are a thin layer of real metal that is combined with a binding agent and applied directly onto wood, plywood or MDF. After hardening, a clear topcoat is applied to help protect the finish and slow the aging process. Since these finishes contain genuine metal and are not metallic paints, they will patina or tarnish over time, similar to when copper or bronze is used in other areas of the home or business. Metallized finishes are proven to be more stable than metallic paints and resist cracking, chipping or peeling.

The Metallized Finishes offering consists of Brass, Bronze, Copper, Iron, Nickel Silver, White Bronze and Zinc. Each finish is available in Satin, Satin with Glaze, Polished and Polished with Glaze. Eligible products include range hoods, mouldings, corbels, appliques, legs, posts and bun feet.

Carved items from Art For Everyday are also available. Program details can be found on pages 6.32 – 6.35 of the Custom Product Manual.



Art For Everyday Price Adjustment

We have recently received a price adjustment for all Art For Everyday architectural accents. This modest increase is the first passed on by AFE in many years, but is necessary due to escalating material, labor and health care costs. Despite this increase, AFE remains the best value in the high-end wood ornament arena. AFE ornaments ship in just 7 business days from Conestoga and can be finished in Conestoga's full array of stains, glazes and paints.

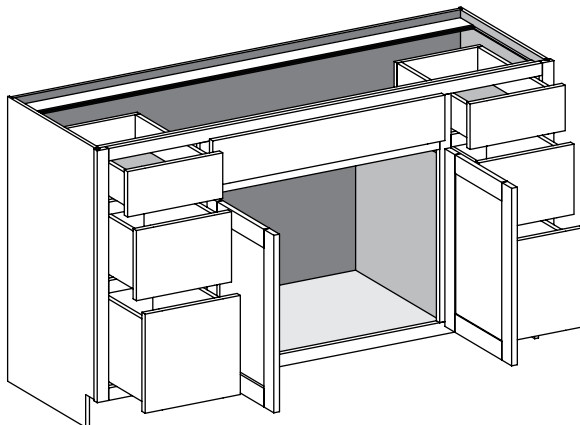


Custom Cabinet Size Range Expansion

Customers continue to discover the value and convenience of custom cabinets from Conestoga. Since the introduction of the all new Advantage and Essence lines earlier this year, purchasing custom cabinets has become very affordable with nearly every sku available with size modifications in width, height and depth. Customers who frequently use the custom cabinet option have requested that certain cabinets be made available in wider, shorter or deeper dimensions for specific applications. Wherever possible, we've addressed these requests.

Adjustments to cabinet types and size ranges:

- Base Cabinet Full Door (BFD) – Height: 10" to 48", Depth: 5-1/2" to 30"
- Tall Utility Cabinets (UC &UCD) – Depth: 5-1/2" to 30"
- Refrigerator Tall Cabinets (RTR, RTL, RTB with Center Stiles) – Width: 30" to 48", Depth: 24" to 30"
- Vanity Combo Cabinets (VC6D &VC3D) – Width: 48" to 72"



Finishing Color Consistency

Any experienced finisher knows, when finishing wooden cabinet components, no two pieces are alike. Some of the variables that can cause color variation include: material being finished, type of product and the process itself. At Conestoga, we developed a detailed finishing process for hand applied finishes that guarantees customer satisfaction. While subtle differences exist due to materials and variations from operator to operator, these differences are acceptable as long as they fall within an established tolerance range.

But what if you have to finish some items yourself? With today's challenging business conditions and demand for faster lead-times, kitchen manufacturers are sometimes forced to finish components such as case parts and front frames in an effort to save time. This can dramatically increase the risk of color variation on the final product and is especially true for inset doors where the front frame is exposed. To save time and money and to keep your customers satisfied, let Conestoga do what we do best and finish all components. If you are forced to finish some components on your own always remember to purchase a sample door in the same specie and finish to help minimize the risk of color inconsistency.

Hand Spray Option for Custom Drawer Boxes

Nothing conveys quality and craftsmanship like a hand sprayed furniture grade finish. The distinguished look and feel of a hand applied catalyzed conversion finish is no longer limited to doors, drawer fronts and other components from Conestoga. The Hand Spray option is now available on Hard and Soft Maple drawer boxes. Order your next set of Custom Maple drawer boxes with the Hand Spray option to truly set your cabinets apart from the competition. This option is not available on Birch Plywood or Natural Birch drawer boxes. List price is \$2.90 per box in addition to standard finishing charges.