

CONESTOGA WOOD
SPECIALTIES CORPORATION

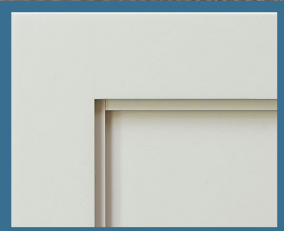
UPDATE

Fall 2016

New Strata Program



Five New
Colourtones



Crawford
Introduction



Accessory
Additions



Drawer Storage Gets “PET FRIENDLY”

Pets are an integral part of millions of American households. Our four legged friends are welcome throughout our homes, including our kitchens. With so much family time being spent in the kitchen, it only makes sense to integrate pet accessories into your kitchen cabinetry.

Drawer organization is a “must have” in any kitchen, so Conestoga is expanding our drawer storage and organization options to include a Pet Bowl Insert option. Constructed from 3/4" Natural Birch plywood with a durable UV coating, the Pet Bowl Insert is designed to accommodate 5", 6-1/2" and 7-3/8" diameter bowls, commonly found in many pet stores. Inserts are sized to fit the interior of drawer boxes from 15" to 36" wide and 18" to 24" deep with bowls being positioned in the front of the drawer. A divider is included and can be affixed to separate the feeding portion of the drawer from other storage.

Pet Bowl Insert information can be found in the Interior Storage section of the Custom Product Manual. Cabinets designed with shallow bottom drawers to house the Pet Bowl Insert are on page 8.4 of the Cabinet Systems Manual.



New Trash Can Pull-Out Unit

A Trash Can Pull-Out Unit designed specifically for use with Blum TANDEM full extension drawer slides has been added to our Interior Storage program. Available in both Natural Birch and Hard Maple, these pull out units are constructed just like our dovetail drawer boxes in 3 configurations to accommodate one or two cans, or a no cut out option for custom containers. Units include 7 gallon waste receptacles, and are also sized to accommodate 13 gallon cans.

All units are constructed using a 3/4" Hard Maple plywood top mounted to a 6" high dovetailed box. Information about this new Trash Can Pull-Out Unit, as well as our other wood and metal Trash Can Pull-Outs, can be found in Section 10, Interior Storage in our Custom Product Manual.



Left/Right: Rothsford in Alder with Nickel stain, Wellston in Red Oak with Nitefall stain.

Rothsford & Wellston

Two new transitional miter designs have been added to the door and drawer front offering.

The Rothsford features 2-3/4" wide framing with matching inside and outside profiles. Ideal for painted finishes the Rothsford easily accepts most decorative hardware.

The Wellston design is similar in appearance to the CRP-10875 design, but we've flattened the face contour to provide a more modern appearance. With 2-7/8" wide framing this simplistic look easily accommodates decorative hardware.

Both new miter designs have matching drawer fronts and are offered in a wide variety for species and panel raises. See pages 4.20 and 4.21 of our Custom Manual for complete details.

New Strata Program Major Upgrades, Lower Prices!

When introduced, our Strata program consisted of 5 exclusive colors in a single textured Slab design. Many customers took advantage of these Thermally Structured Surfaces (TSS) for their modern kitchen offerings, and since that time Cleaf, the Italian manufacturer of TSS materials, developed several new textures and colors for the American market.

Conestoga is significantly expanding our Strata TSS selection to include 26 amazing colors including 7 different face textures. With some of the most aggressive textures in the industry, the new TSS selections include linear grain patterns and textures as well as registered-embossed textures which match the board's grain patterns. In addition to our edgebanded Slab design, we've added 3-piece and 5-piece doors and drawer fronts with complementary accessories including textured edgeband, sheets of phenolic veneers, cut-to-size 8mm and 19mm board and 4' x 8' sheet stock.

Not to be overlooked, a change in Cleaf's U.S. distribution model has allowed Conestoga to lower our Strata pricing, saving customers nearly 20% compared to prior list prices. Learn about the Strata TSS program beginning on page 5.22 of our Custom Product Manual.



5-piece door and Slab in Oregon Pine (LK84).



Over 1500 Colors!

When initially introduced, Conestoga's Prism Paint fan deck contained nearly 1,100 pastel, deep tone and energetic bright colors. As Sherwin-Williams, our Prism Paints supplier, developed new color collections they created multiple smaller, themed fan decks. Now, these new colors have been incorporated into one enhanced fan deck, with more than 1,520 colors. All 1,500+ paints are available immediately through the Prism Paint program which includes multiple glaze options.

The new fan decks are net priced at \$20.00 each and can be ordered using part #2602036A. The previous 1,100 color fan deck has been retired and is no longer available through Conestoga.

Strata Aluminum Hand Pull

The Strata door program offers a variety of modern colors and textures. To achieve an even more striking appearance a new contemporary Aluminum Hand Pull option is now available on all Slab door and drawer front designs. This attractive "J" style pull is available in Natural Aluminum and Polished Chrome finishes. When the Aluminum Hand Pull option is ordered, the top edge of each Strata Slab product is grooved to accept the hand pull. Each pull is cut to size, labeled and wrapped for easy identification and installation with the corresponding panel. Ordering is simple too; specify the door or drawer front finished height and Conestoga will size the panel accordingly deducting the height of the hand pull.

See the Strata Collection in Section 5, Alternate Materials for complete program information.

Left/Right: Natural Aluminum, Polished Chrome.



New Range Hood Program

To create a more price sensitive offering within our range hood program, Conestoga is introducing four new mantle style hood designs. Pricing for this new line represents savings ranging from 15% to 40% below comparable designs. Two designs incorporate arched valances, a display shelf and three optional corbel packages. A third arched valance hood is a more simplistic design without a display shelf. And finally, the fourth hood incorporates popular Shaker design attributes including a simplistic display shelf and optional corbel packages. All four hoods have a removable front top panel and a 2" fixed top rail to attach crown mouldings. Species include Cherry, Hard Maple and Paint Grade Maple with MDF panels.

These attractive new hoods are constructed with 1/2" plywood cases including a full bottom and a top stretcher to ensure stability and squareness. Range hood fronts are 3/4" thick solid wood or MDF panels when Paint Grade Hard Maple is selected.

- Widths – 30", 36", 42", 48" and 54".
- Heights – 24", 30", 36", 42" and 48".
- Standard hood depth is 21" deep.
- Framing bead options include all 7 published beads and your choice of Conestoga's 14 published panel raises.

Lead-time is 8 days unfinished with an additional 5 days for most finishes. Refer to pages 11.23A thru 11.23C of the Custom Manual for more information.



LM4A in Driftwood finish.



LM3B in Autumn Brown finish.



Harvest Gold with
Sable glaze on Alder.

Envoy and Metro Discontinued

Due to very limited sales, the Envoy and Metro edgebanded slab door program will be discontinued at the end of March 2017. The last day orders will be accepted for these products will be March 31st.

Frame Only Panel Combi-Doors

Frame only doors are a perfect kitchen accent, providing a decorative flair to highlight focal points within a kitchen. Two-panel CRP-10 & TW-10 FOPNL doors combine a frame only top panel and solid or plywood bottom panel, and have been available on an unpublished basis for years, but many other designs were not eligible as a 2-panel combi-door. Now, Conestoga is expanding and publishing the FOPNL option to include many additional combi-door designs. For details on this enhanced offering, refer to page 6.2A of the Custom Manual.

Plywood Construction For Essence Utility Cabinets

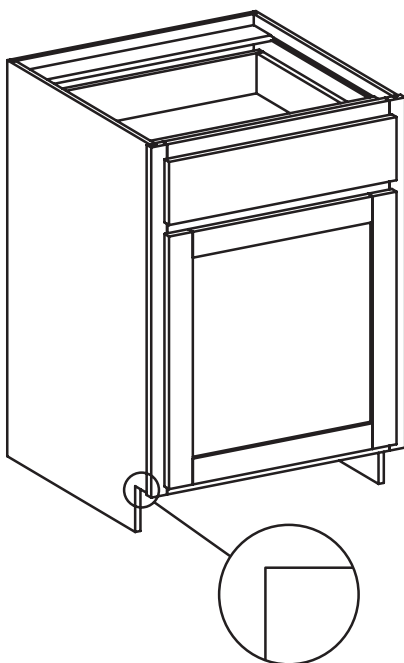
Our Essence line of ready to assemble cabinetry utilizes particle board construction, and for several years we have struggled to provide damage free tall cabinet sides to our customers. These tall end panels are prone to breaking during normal handling and especially in transit. To avoid this quality issue going forward, Conestoga will be manufacturing all tall case components (sides, top bottom, back and mid-floors) using our Natural Birch UV plywood. This material change applies to any tall utility, oven or refrigerator cabinet over 84" in height. Pricing for all Essence tall cabinets will be the same as cabinets in the Advantage Line. Plywood construction for Essence tall cabinets is effective on orders received beginning Nov. 1, 2016.



MDF Seal Coat Option

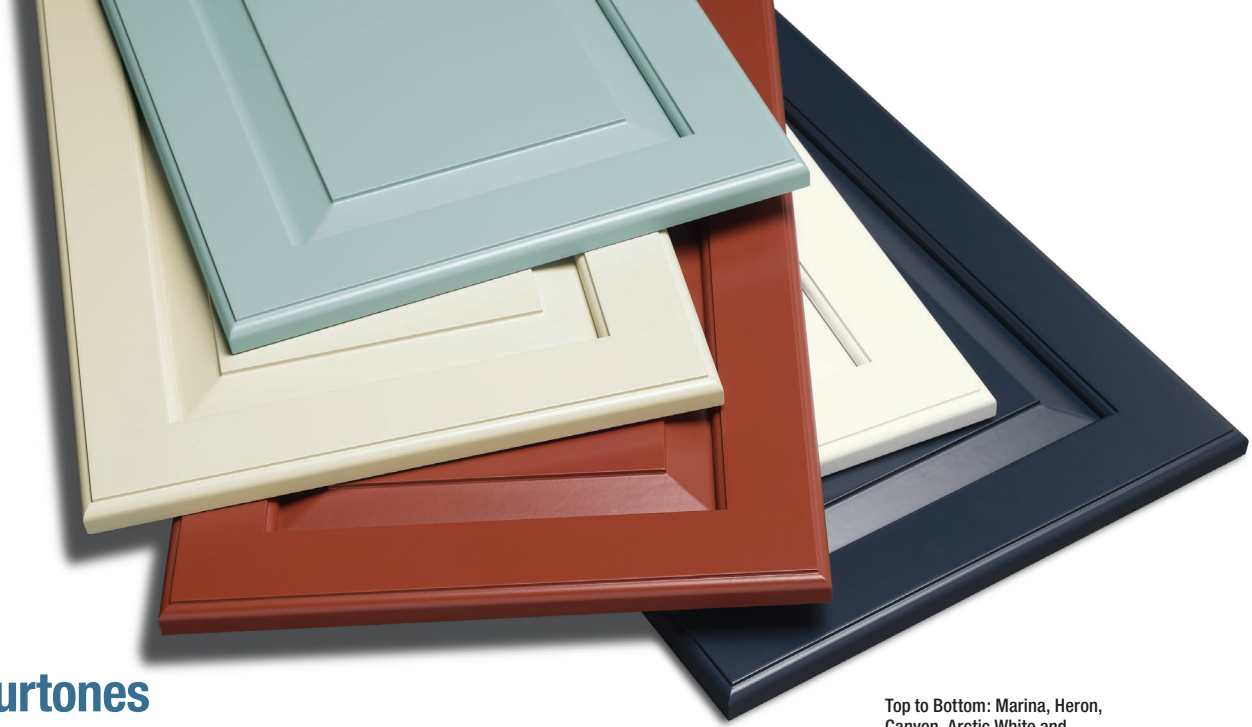
Painted finishes now make up 60% to 70% of custom kitchen sales, and when demand for painted cabinetry rapidly increased many kitchen manufacturers turned to MDF center panels for a more stable substrate. While MDF has many positive attributes, it can also take additional labor to prep machined areas before finishing. To reduce your in-house labor costs and increase throughput, Conestoga now has the Seal Coat option for all published 1-piece and 5-piece MDF doors and drawer fronts. Previously available only on 1-piece MDF designs, list pricing for this option has been cut nearly in half.

The MDF Seal Coat option consists of an initial sanding step, followed by the application of a paintable sealant onto the entire face and outside edges of each product. No sealant is applied to the door's back, nor is any additional sanding done after the Seal Coat is applied. This option is available on unfinished MDF products only; products finished by Conestoga include the MDF Seal Coat option. See page 7.5 of the Custom Product Manual for pricing and program details.



Square Toe Notch Option

Since the utilization of CNC equipment to machine most Cabinet Systems components, our toe kick notch has had a 1/4" radius in the intersecting inside corner. While this is common in the industry and inconsequential, there are instances where a square 90° corner is required, such as installing baseboard returns. For those applications, we have developed the square toe notch option. Available on most base, tall and vanity cabinets, the inside corner will be machined to a crisp 90° corner on both cabinet sides. The Square Toe Notch option pricing is \$4.00 (list) per cabinet. See Cabinet Systems Options for details.



Top to Bottom: Marina, Heron, Canyon, Arctic White and Regent Blue on CRP-10 door.

New Colourtones

An evaluation of our Colourtone program has led us to discontinue five current Colourtones and replace them with colors that are more in line with today's design trends. The five discontinued colors include Classic Burgundy, Creamy Butter, Sage, Sandstone, and Slate Blue. These colors will be offered at Colourtone pricing until the end of December 2016; at that point they will convert to Prism Paints and be priced accordingly.

New Colourtone colors include:

- **Arctic White** – this brilliant white is the truest white in the Colourtone collection. Its dazzling intensity is reminiscent of sunlight on freshly fallen snow.
- **Canyon** – this rich red-brick color evokes a feeling of warmth and comfort. The color is subtle, yet is also an attention getter.
- **Heron** – a pale, soft grey color. It radiates calm and complements creamy whites, darker shades of grey or natural wood finishes.
- **Marina** – this gentle, light blue pastel does not overpower, but can definitely stand on its own. Its hue is reminiscent of the clear waters found in oceans and lagoons around the world.
- **Regent Blue** – dark blues are the new black, and this rich navy blue color exudes confidence. The deep, cool blue creates a sensation of space.

All five new Colourtones are eligible to receive multiple glazes and are also available with Brushed Glazes, Heirloom and Unitone finish options.

Colourtone sample kits now include these new colors. For further details, refer to Section 8 in the Custom Product Manual and Section 12 of the Cabinet Systems Manual.

DuraGuard Price Increases

Effective January 2, 2017, most products in our DuraGuard loose finishes line will be receiving a price increase. This will impact quarts, 1-gallon and 5-gallon containers of stains, Colourtones, glazes, clear coats, primers and catalyst. See Fall 2016, page 8.23 of the Custom Manual for updated pricing.

New Pinstripe Glaze

Pinstripe glazes enhance the contours of doors and accessories, while leaving the base color intact. As opposed to hand wiped glazing that alters the color of the entire surface, pinstripping creates greater color contrast and is applied only to specific areas of the profile. The Pinstripe glaze option is available only on Colourtones and Prism Paints in Caramel, Coffee, Pewter or Onyx glazes. White, Chai and Oyster glazes are not available with the Pinstripe glaze option.



Finish Sample Kits Updated

With the introduction of two grey wiping stains, five Colourtones, an Onyx glaze and a Pinstripe glaze treatment, we've updated our Finish Sample Kits. We've taken the opportunity to reevaluate the existing specie/finish combinations and modified the contents of every kit, both adding better selling finishes and omitting others that have not sold as well. We are also increasing the size of the Colourtone, Cherry and Hard Maple chip cartons to accommodate more finish chip selections.

- **Colourtone Kits** – expanded to include all 5 new colors along with Pinstripe samples of the Onyx glaze. All Classic Burgundy, Creamy Butter, Sage, Sand Stone and Slate Blue samples have been removed.
- **Cherry and Hard Maple Kits** – selections have been expanded. Along with updating the finish chip selections, samples of the new Nickel and Nitefall grey wiping stains have been added.
- **Alder, Hickory, Red Oak, Truetones and Heirloom/Brushed Glaze Kits** – remain in the current display carton. Samples of the 2 new grey wiping stains have been added to Alder, Hickory and Red Oak along with updating the current finish selections. White Oak samples have been added to the Truetone kit.
- **Popular Finishes Kit** – discontinued due to modest sales.

Pricing of the newly expanded Colourtone, Cherry and Hard Maple kits is \$55.00 net. For contents of each Finish Sample Kit, refer to page 8.20B in the Custom Product Manual.



Hard Maple with Ashen finish.

Crawford Door Design

The Crawford door and matching drawer front is our newest transitional style mortise & tenon design. Offering a softer option to the popular Savannah design, the Crawford has a 1/4" x 1/4" notch at the top of the framing bead. With 2-5/16" width framing, the Crawford design can be purchased with a variety of panel raises and edge profile options. Information and pricing can be found on pages 4.10 and 4.11 of our Custom Product Manual.

Two New Nifty Shades of Grey

Grey can fit a multitude of design schemes and is especially hot in modern and transitional kitchens. Demand for Conestoga's three current grey stains, Ashen, Driftwood and Shale, have been steadily growing, so we've broadened our grey stain palette to include two new grey wiping stains.

Nickel is a soft, smoky shade of grey that is warm and illuminating. When Nickel is paired with bolder and vibrant colors it creates a stabilizing effect.

Nitefall falls between a carbon black and charcoal grey. It is a dignified, deep and sophisticated color that will pair well with white painted kitchens.

Nickel, Nitefall and eligible glaze offerings can be found on page 8.19 of the Custom Product Manual and are also available with our ready to assemble Cabinet Systems. Wiping stain Finish Sample Kits have been retrofitted to include both new finishes. Loose finishes and touch-up kits are available through Conestoga's DuraGuard program.



New DLV Program In 2017

Our DLV (Decorative Laminated Veneer) program is a cornerstone of Conestoga's Alternative Materials strategy and in early 2017 the DLV collections will undergo a significant facelift. A hurdle that limits the success of the program is the ability of customers to secure a local supply of matching TFL/melamine board to build their casegoods. To overcome this limitation, we will be replacing 12 of the 16 current Impresa and Allure colors with a more diversified offering that utilizes TFL board from Arauco, Tafisa, Uniboard and more, including solid colors both with and without glaze.

The thought behind this change is that wherever customers are located they will likely have the ability to source board from one or more of these TFL companies. In the case of solid colors, in-house finishing can be used if TFL board is not readily available. In addition to several new colors and textures, we are adding a mortise & tenon look to our mitered offering. The DLV product line can cut up to a week out of internal processing with shorter lead-times and no finishing involved.

We are currently working with several of our partners to complete this program and plan the introduction of these new DLV products around the beginning 2017. At that time, all active customers will be mailed a DLV specification booklet that showcases the new program in its entirety.

Current DLV program discontinuation will occur on March 31, 2017 and include the following: Antique Cream, Chocolate Pear, Dark Chocolate, Dolce Vita, Froth of the Sea, Grenada, Milk Chocolate, Mocha Cherry, Murano, Parma and Winter Cherry.



Glass Shelf Option

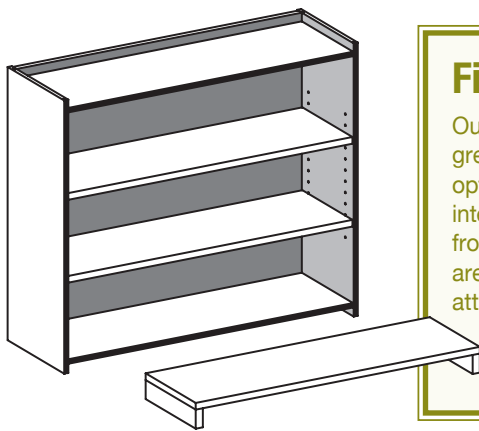
Today, LED lighting is widely incorporated throughout the kitchen including the interior of cabinetry. To provide quick and easy access to framing machined specifically to hold glass shelving, Conestoga is introducing the Grafton, a blind tenon mitered frame only that accommodates either 1/8" or 1/4" thick glass panels. This frame only shelf allows light to flow through glass center panels, illuminating the entire cabinet interior and accentuating fine dinnerware, glassware or collectibles. The Grafton is available in depths up to 24" and lengths up to 36", and can be ordered with a recess to accept either 1/8" or 1/4" thick glass (not included). More about the Grafton can be found on page 11.6 of the Custom Manual.



Inset Corner 170° Hinge

Conestoga has expanded its inset hardware program to provide full access for inset corner applications. Inset corner 170° hinges are two piece clip style hinges with side-to-side, height and depth adjustment features. Packaged in pairs with screws, face frame mounting plates and two adjustable door stops, these hinge kits are standard on WCP and BLS cabinets when the inset door option is selected. To order loose packs of 170° hinges, specify part number 2100509A. Inset corner 170° hinges are \$19.00 (list) per pair.

For complete information for the new inset 170° hinge upgrade, see Section 11, Options, in the Cabinet Systems Product Manual.



Fixed Floor Kits for CSWCO Cabinets

Our popular customizable Wall Cabinet Case Only now provides greater level versatility with the addition of a Loose Fixed Floor Kit option. This optional floor kit is perfectly suited to compartmentalize interior sections of the Wall Cabinet Case Only to align with custom front frame rails. Fixed floors are sized to fit between case sides and are constructed from 1/2" Birch plywood with a clear UV finish and attach to the cabinet sides using a pair of Birch plywood cleats.

See Section 5, Wall Cabinets for more information on the Wall Cabinet Case Only (CSWCO) and the new loose fixed floor kits.

New Legs, Feet and Corbels

With ongoing evaluations of our ornamentation program and our suppliers, Conestoga made the decision to remove several items from our ornament offering and replace them with selections that are more on trend.

Mouldings – Art For Everyday is introducing a line of 5 contemporary carved mouldings. The Sculptural Moulding Collection is available in 8' lengths of Alder, Cherry and Hard Maple.

Legs and feet – three new designs:

Flex – this ultramodern leg continually twists from top to bottom; available in Cherry, Maple, and Paint Grade.

Woodmere – a 3-1/2" square leg with stylish contours; available in Cherry and Maple.

Coeburn – a transitional base foot that will work well in Shaker style kitchens. Available in Cherry and Maple.

Corbels – two new designs:

Cimarron (shown) – an impressive, modern 2-piece wood corbel available in 3 sizes in Cherry and Maple.

Sorrel – an ornate solid block design, available in multiple sizes in Cherry and Maple.

As mentioned previously, numerous corbels and appliques are being discontinued due to inconsistent lead-times and deliveries from the supplier. Contact your Sales or Customer Service Representative for a complete listing of discontinued ornaments.

Frame Extensions

Stile extensions to act as legs are now available on most base, tall and vanity RTA cabinets. Extend the front frame stile down to the floor on the left, right or both sides of a cabinet to set off a sink, island or vanity cabinet for a classic design statement. For a traditional furniture look, the Leg Extension option can be beaded to match the framing bead in inset applications (shown). When the Leg Extension option is ordered, cabinet sides do not include a toe notch. For pricing, use Conestoga's OrderLink online ordering system and see Section 11, Options in the Cabinet Systems Product Manual for details.



TANDEM Pilot Holes for Cabinet Systems

The very heart of Conestoga's Cabinet Systems program is simplicity and ease of assembly. With this in mind, we now include pilot holes drilled in our cabinet backs for quicker alignment of the Blum TANDEM rear mounting brackets. Just like the reference holes we provide for our Blum Standard 230 slides, the pilot holes for TANDEM are drilled using CNC equipment to ensure accuracy with elongated holes for adjustment. A helpful hint to speed up assembly is to mount the brackets onto the back prior to installing the cabinet back, avoiding an uncomfortable reach through of narrow frame openings.

The inclusion of pilot hole drilling for TANDEM slides eliminates the need for the TANDEM Drawer Slide Installation Jig Kit (part # 2100485), which has now been discontinued.

Onyx Is The New Black

Glazing on painted finishes creates a stark contrast between the glaze lines and the base color, especially when the glaze is applied only to specific contoured areas of a door or moulding. Conestoga's newest glaze, Onyx, is a true black color that provides a bold appearance. On Colourtones and Prism Paints, Onyx glaze is available only with our new Pinstripe application technique, while on Heirloom and Unitones Onyx will be applied with our traditional hand wipe process.

Onyx glaze pinstriping looks especially impressive when applied to white or grey Colourtones and Prism Paints. Examples of the Onyx glaze can be found in our expanded Colourtone Sample Chip Kit and is not available with wiping stains or Truetones.



Left/Right: all finished in Crystal White with Onyx glaze; Unitone on Hard Maple, Unitone on Alder, Heirloom on Cherry and Heirloom on Red Oak.



High Gloss Is Coming!

In early 2017, be on the lookout for our new assortment of high gloss slab products. With more than 20 high gloss colors, this collection will consist of lacquer, PET and PET-G high gloss surfaces positioned at multiple price points. Hot air edgeband will be used when available to create a nearly indistinguishable edgeband seam. Two gloss edgeband choices will be available on doors and drawer fronts, and non-hot air banding can be purchased to band the edges of your casegoods. Watch for a sell sheet late this fall announcing this exciting new program.

Zero Angle Fillers

135° diagonal corner treatments and breakfront designs are now achievable using Cabinet Systems new Zero Angle Filler (ZAF). When turning corners using conventional base, wall or even tall cabinets, the ZAF is a valuable design accessory. With a 4-13/16" wide face the ZAF can be used to make a 3" depth transition on a 45° angle. Two popular flute design options are also available – round and tapered as well as a no flute option. Available only in our plywood Advantage Line, the Zero Angle Filler is available in Hard Maple, Soft Maple, Cherry and Red Oak with a full complement of stain, glaze and Colourtone finish combinations.

Complete information and pricing can be found in Section 10, Accessories of the Cabinet Systems Manual.

Updated Cabinet Systems Assembly Instructions

Conestoga has made significant improvements to the format and content of our Cabinet Systems assembly instructions:

- One page book style format printed on 8-1/2" x 14" paper, landscape format.
- Both assembled and exploded views of the assembly sequence printed on the left side of the page, with concise, step-by-step instructions on the right side.
- Views of required glue application locations.

As an added convenience, you can now opt to receive printed assembly instructions to be packaged with the cabinet they pertain to at no additional cost. This feature can be set so that every job can include assembly instructions, or requested on a per cabinet basis for specific cabinet configurations. To start receiving assembly instructions on your next Cabinet Systems order, contact your Customer Service Representative today.





Market Trends

Jason Earhart

Cabinet trends continue to change, maybe not at the same pace as wall colors, lighting or flooring, but there have been a few dominant cabinet trends that have emerged over the last few years.

Transitional and now modern styling have been firmly in place and show no signs of losing market share, but what has changed is the kaleidoscope of colors that are being applied to transitional and modern cabinetry. While everyone is aware of the multitude of whites and greys, designers and homeowners have significantly expanded the color palette that they choose from and are routinely selecting blues, reds, greens and more.

Custom cabinet shops have scrambled to meet these broader color requirements. The degree of flexibility in finishing rooms across America is greater than ever before, with cabinet companies developing specialty finishing techniques and utilizing “one-off” finishes that they may never use again in their lifetime. These are huge challenges considering that finding labor, especially skilled finishers, can seem almost impossible at times.

With that said, Conestoga strives to provide support for the custom cabinet maker, regardless of their size. We’ve just introduced a Seal Coat option for 1-piece and 5-piece MDF doors that removes labor from the painting process. Our Prism Paint offering was expanded with more than 500 new colors added to the program, and a fan deck containing samples of all 1,500+ colors. For our standard Colourtone program, 5 modern finishes were just added to coincide with some of the most recent color trends. While they do build upon the white and grey trend, we’ve also brought in shades of blue and an attractive brick color.

Also, to improve our service we’ve established a drop-ship program that will allow our customers to receive shipment of paint directly from Sherwin-Williams. This program removes at least 3 days from the standard loose paints lead-time.

If you’d like to discuss sourcing primed or painted products, or other ways Conestoga could assist your finishing program, contact your Conestoga Sales Representative or me at 717-445-3252.

OrderLink becomes Con-Nex

In the fall of 2006, Conestoga released OrderLink, our online order entry program. Serving our customers well for over 10 years, more than 1 million quotes and orders have been successfully processed through the program. With a proven track record for accuracy and ease of use, OrderLink has become the primary method for customers to submit quotes and place orders.

Advancements in software applications have better positioned Conestoga to upgrade our online ordering software. Con-Nex, our next generation of online software, offers enhanced quoting and ordering capabilities. Incorporating all the current features and functionality of OrderLink, Con-Nex offers several exciting new enhancements including dynamic graphical options, an improved “global” entry option, an automatic software update setting, and much more. These upgrades will simplify your data entry process and better position us to more easily update and improve Con-Nex as we expand our future product offerings.

As we get closer to the Con-Nex “go-live” date later this year, additional information will be sent to all OrderLink/Con-Nex users via an eblast. To help ease the transition, both programs will run parallel for a period of time before OrderLink is taken offline. Stay tuned!!

