



**Frames Redesign**  
**M2O Discontinuation**  
**Activewerks Transition**

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### **August 26, 2010: Watson Refines Product Offerings**

#### Frames™ Transition Slated for September

Watson's panel system, *Frames*, is getting a facelift from the supplier. To support existing customers the new panels will be physically compatible with the old frames and will connect with similar hardware. As a result of the redesign, however, final orders for existing panels have two hard deadlines:

- SCRs (non-standard product) orders must be placed prior to September 17, 2010.
- Standard orders for existing Frames products must be placed prior to September 30, 2010.

The redesigned panels will be available for order entry in early October – final date will be forthcoming. The September order deadlines include electrical and hardware components listed as part of the Frames system in the 2009 Desking Comprehensive Pricer.

Beginning in early October the hard-discontinue will be replaced with a new Frames program. We are working through grading with the goal of reducing lead times and pricing. Watson will continue to provide updates as details are confirmed.

#### M2O™ Discontinued

On September 1<sup>st</sup>, 2010 Watson will discontinue the M2O line. Customers can be assured that complementary and/or replacement pieces can be found within Watson Desking's newly launched ZO™ storage line. M2O orders entered into the system by the close of business on August 31, 2010 will be honored.

#### Activewerks™ Brand Dissolved: Concur Continues as Watson Desking™ Product

Beginning September 1<sup>st</sup>, 2010 Watson will phase out the Activewerks brand. *Concur™* height adjustable tables will be the stand alone carryover to be included under the Watson Desking brand. On September 8<sup>th</sup> the Concur pricer may be accessed via the *price guides* section on the Watson Desking website:

<http://www.watsondesking.com/resources/pricguides/index.htm>.

According to Watson president Clif McKenzie, Watson's commitment to building height adjustable, environmentally sensitive desking systems is no longer specific to the Activewerks brand. "Watson has incorporated those tenets into aggressive development within the Desking division. Watson sees this transition as an opportunity to further enrich Watson Desking's reputation as a premium manufacturer of advanced workplace solutions for the modern office."

