

Product Line Expansion

INTRODUCING SEVEN™ WITH AN ELECTRIC ADJUSTABLE BASE + 2 NEW EDGES

An electric adjustable base has been added to the SEVEN product line making SEVEN our most compelling height adjustable desking solution. Now with fixed and pin heights, and crank and electric adjustability, SEVEN boasts two Sit-to-Sit height options and offers a full BIFMA Sit-to-Stand range. SEVEN's user-preferred contoured shapes and comprehensive range of adjustability makes the product line's aptitude for change management rock solid.

SEVEN with the electric adjustable base is available now – standard lead times apply. For specification details, please refer to the updated SEVEN pricer, now available for download and/or printing at: <http://www.watsondesking.com/resources/pricguides/index.htm>.

"The new addition to SEVEN helps organizations manage change and reduce the cost of churn often associated with moving people and furniture," said Cia Mooney, VP of Product Development. "We see expanding opportunities for SEVEN's height adjustable offering to truly benefit end users with great ROI and real life stats directly related to employee health and performance."

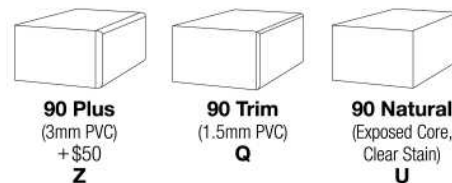
- According to a study published by the U.S. Bureau of Labor Statistics, for every 100 employees, three muscular-skeletal disorder injury cases are reported yearly.
- The same study reports the average cost of a work-related muscular-skeletal injury is \$22,500.
- Comprehensive ergonomics programs that include adjustable furniture result in up to an 80% reduction of workplace injuries.¹
- Based on these figures, the potential dividend for organizations actively avoiding injury with the aid of height-adjustable furniture may be as much as \$54,000 yearly.

1. As sited in a GAO report chronicling injury rate, injury reduction and MSD related costs.

The electric adjustable base supports Watson's patent pending capability to flip surfaces from right to left-handed applications and may be quickly assembled and disassembled with one tool, critical to efficient installations. The user interface switch is flush mounted on the face of the surface and is easily removed and replaced when the surface is flipped. All wires for the control box and leg motors are cleanly housed within the surface-mounted stretcher rail. Featuring the same solid state construction and refined design details as the standard SEVEN base, the new electric adjustable base is available in 2-leg and 3-leg solutions and is competitively priced to meet market demands.

All SEVEN worksurfaces may be ordered with one of the following edges:

- **90 Natural** (informally released as N90)
Our most green edge, the 90-Natural reveals a 1¼" thick exposed MDF core with water-based clear finish. The cost for a 90 Natural edge is included with the price of the worksurface.
- **90 Trim**
Our lowest profile edge, 1.5mm (1/16") thick PVC banding is thermally fused to a particle board core. The 1.5mm edge is available in all solid and wood grain ZO storage finishes. The cost for a 90 Trim edge is included with the price of the worksurface.
- **90 Plus** (released as the original 90 edge)
The most robust of the SEVEN edges, 3mm (1/8") thick PVC banding is thermally fused to a particle board core. The 3mm edge is available in solid finishes only. There is a \$50 up-charge per table for the 90 Plus edge.



We continually seek methods to divert waste from landfills and SEVEN desks reflect this commitment. A SEVEN desk with the 90 Natural edge, in particular, consists of 4 primary ingredients - steel, wood, laminate and aluminum - and has a total recycled content by weight of 86%. Each desk can be disassembled to place distinct components into recycling or into end-of-life waste stream. Steel and aluminum may be recycled, and particle board with laminate may be turned into biomass fuel.

The SEVEN desk line recently garnered *Honorable Mention* in the Best Desk category of *Interiors & Sources* magazine 2010 Readers' Choice Awards.

For more information about SEVEN with the electric adjustable base, please visit www.watsonfurniture.com.

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