

OXFORD HOUSE

PROFIT ALERT



Fall 2006

INSIDE THIS ISSUE HOT PRODUCTS

● **NEW** ●

- Kensington Woven Woods
- Kensington 2" Wood

MARKET UPDATE

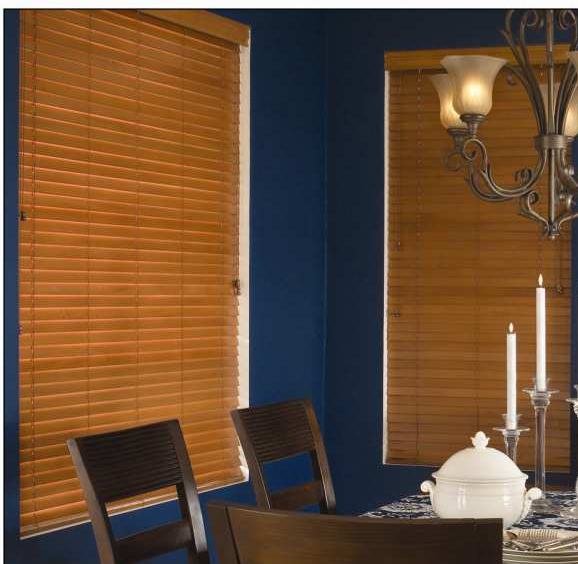
- New Kensington Free Standing Display
Fully Rebateable!
- Free Privacy Liner on Woven Woods!
- Free 2" Decorative Cloth Tape on 2" Wood Blinds!
- Motorized Honeycomb Shades

Introducing the NEW Kensington Wood Collection!

Kensington Window Expressions is excited to announce the October launch of the all new Kensington Wood Collection, the finest quality wood blinds available. Kensington Window Expressions' Kensington Wood Collection is the classic choice for adding the warmth and beauty of wood to any room.

Topping the new Kensington Wood Collection's sixteen stylish colors is our new 3 1/2 inch Colonial Valance. Adding architectural detail to the program as a standard component is sure to set the Kensington Wood Collection apart from the competition. Also, new to the collection is a full range of 2 1/2 inch slats available in thirteen top selling colors. Finished off with our new 2 1/2 inch trapezoid bottomrail, Kensington Wood Collection's 2 1/2 inch blinds offer customers a unique option for their window décor.

Also available with the Kensington Wood Collection are valuable upgrade options that allow you to customize Kensington Wood Collection blinds to meet your customers' needs. Kensington's optional upgrades include: motorization, color coordinated fashion tapes, decorative trims and routless privacy features. Whether you are motorizing blinds for a home theater or coordinating the color of decorative trims to match a home's décor, Kensington Window Expressions' Kensington Wood Collection includes all the tools you need for successfully selling wood blinds.



Available Marketing Materials



Consumer Brochures



Retail Price Guides



Sell Sheets



Installation Instructions



Post-It® Note Cubes

Oxford House News

Fall is here and Oxford House is pleased to introduce 2 New Kensington Sample Programs: Woven Woods and Wood Blinds as a special kick off promotion! Oxford House will offer all orders for Woven Woods FREE privacy liners as well as FREE Decorative Cloth Tapes on 2 inch Wood Blinds through the month of December! (To receive this special promotion all orders must be marked "Free Special Fall Promotion" or requested at the time of order placement).

**The New Kensington Free Standing Floor Display is in Stock Now!
Completely Rebateable!**



Announcing: Launch of the NEW Kensington Woven Wood Collection!

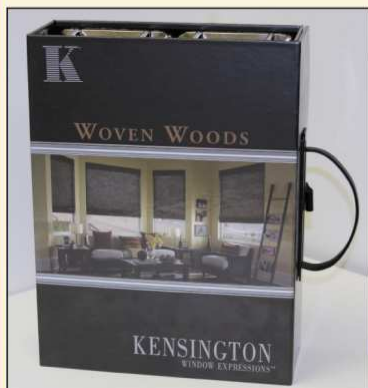
On September 29th, 2006, our New Kensington Woven Wood Collection was launched.

- Over sixty patterns will be included in the sample book such as:
 - Grasses
 - Large Reeds
 - Tortoise
 - Matchsticks
 - Timeless classics
 - Newest trends
- Six liners are available for light filtering and room darkening
- Thirty edge binding options are now available in two widths
- Specialty options include:
 - Top-Down/Bottom-Up
 - Two-on-One Shades
 - Rollease Clutch Option



Please contact your Kensington fabricator for your new Woven Woods sample book!

Other Woven Wood marketing options include:



Consumer Brochures



Retail Price Guides



Sell Sheets



Installation Instructions



Post-It® Note Cubes



Hand Samples



NEW Kensington Woven Wood Collection



NEW Kensington Wood Collection

KENSINGTON

WINDOW EXPRESSIONS™

Kensington Ascent™ Motorized Option

The Kensington Ascent™ Option is available with the following fabrics:

Aristocrat:

3/4" Single Cell Semi-Sheer

3/8" Single Cell Blackout

3/4" Single Cell Blackout

3/8" Single Cell Textures

3/4" Single Cell Linen

Abbey Court:

3/4" Single Cell Translucent

3/8" Single Cell Translucent

1/2" Double Cell Translucent

Kensington Ascent™ Motorized Shades are perfect for hard-to-reach windows. The battery operated remote control system will allow you to control shades with the touch of a button. Available as Standard or Top-Down, Kensington Ascent™ Motorized Shades eliminate the need for dangling cords and the hazards associated with children and pets.

Kensington Ascent™ Motorized Option features:

- **Favorite Positions Feature:** Allows you to easily set a stop point at your preferred shade level.
- **Safety Stop Feature:** The bottom rail will stop if it encounters an object when lowering your Ascent™ Motorized Shade.



Sell More Blinds!



- New Kensington Free Standing Store Display
- Size 30" x 96" x 90"
- Lighted Feature for Outstanding Presentation
- 13 Working Blinds to Demonstrate Products, Features & Benefits
- Sample Blinds Slide Effortlessly for Customer Viewing
- Excellent Opportunity to Professionally Sample & Display Additional Locations
- Specific Shelf Unit to House Sample Books
- Consumers Sell Themselves

Completely Rebateable!

Promotions

November 1, 2006 — January 1, 2007

Free Woven Wood Privacy Liner!

Product	Current Retail	Discount	Multiplier
Oxford House Verticals	8/1/03	50/50/30	(.175)
2" Advantage II Faux	9/15/06	50/50/50	(.15)
Trends	4/1/06	50/50/50	(.15)
Vienna Horizontal Shading	7/6/06	50/40	(.30)
Sheer Radiance	1/15/06	50	(.5)
Caslan Roman Shades		50/20	(.40)
M. Blaine Collection	1/1/04	Dealer Cost	
Classique Cornice	6/1/03	Dealer Cost	
Classique Shutters	3/1/03	Dealer Cost	
Norman Shutters	6/1/06	Dealer Cost	

Free 2" Decorative Cloth Tape on 2" Wood Blinds!

Product	Current Retail	Discount	Multiplier
Soft View	9/22/06	50/20	(.375)
Vogue Wood	4/1/06	50/50/50	(.125)
Vogue Verticals	4/1/06	50/50/40	(.15)
South Seas	6/20/05	50/40	(.30)

Kensington

All Less 50

Woven Woods (Free Privacy Liner)	5/5/03	50	(.5)
2" Wood Blinds (Free Decorative Cloth Tape)	3/15/06	50	(.5)

True Retail Pricing

Please Check for Outdated Price Lists!