



W&S Millwork

Capabilities Presentation

Agenda

- Why millwork?
- Millwork background (OSR)
- Standard millwork offerings
- Custom millwork capabilities
- Solid surface introduction
- Q&A

Why W&S Millwork?

- W&S can often provide fixtures more cost effectively than the GC, due to broad in-house capabilities
- Sourcing millwork through W&S allows dealers to increase profitability on the job
- For chains, getting millwork through W&S provides greater consistency in quality and branding/image than individual market sourcing

Millwork Background

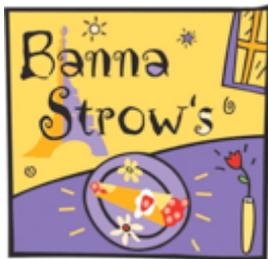
- W&S sister company One-Source Retail: Store in a Box® supporting franchise concepts by manufacturing and sourcing everything needed to open a store and shipping on one truck, *specializing in the manufacture of custom millwork*
 - Small/start-up food & beverage franchises
 - Other industries including fitness, pet, personal services, and more



popbar



yogurtini®
self-serve





Standard Millwork

- Standard offerings:
 - Trash Receptacles
 - Beverage/Condiment Counters
 - Divider Walls
- Standard & upgrade laminates from Wilsonart, Pionite, Nevamar, and Formica
- Standard solid surface colors from LG Hi-Macs

Trash Receptacles

- Meadowbrook & Norwood
 - 3 sizes: single, double, triple
 - 2 top styles:
 - Laminate w/bullnose edge
 - Solid surface
 - 5 standard door engraving options in white or black
 - Metal toe kick for durability
 - Adjustable stainless steel glides
 - 35 gallon trash liner on casters **included**



Meadowbrook
Single

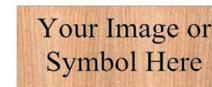


Norwood
Double



Trash Receptacles

- 5 standard door engraving options in white or black



Trash Receptacles

- Marquette & Woerther
 - 3 sizes: single, double, triple
 - 2 top styles:
 - Laminate w/bullnose edge
 - Solid surface
 - Stainless steel trash ring
 - Metal toe kick for durability
 - Adjustable stainless steel glides
 - 35 gallon trash liner on casters **included**



Woerther Triple



Marquette
Single

Trash Receptacles

- Selvidge
 - 3 sizes: single, double, triple
 - 2 top styles:
 - Laminate w/bullnose edge
 - Solid surface
 - Stainless steel trash ring
 - Metal toe kick for durability
 - Adjustable stainless steel glides
 - 35 gallon trash liner on casters **included**



Selvidge
Single



Selvidge
Double

Beverage/Condiment Stations

- Classic Beverage
 - Double: 34h x 48w x 24d
 - Triple: 34h x 72w x 24d
 - Laminate or solid surface top
 - Locking doors
 - Metal toe kick for durability
 - Adjustable stainless steel glides



Beverage/Condiment Stations

- **Modular Beverage Stations**
 - 4 modular cabinet types; mix & match in any combination
 - Laminate or solid surface top
 - Metal toe kick for durability
 - Adjustable stainless steel glides
 - Optional casters

Modular Cabinet	Dimensions
Trash Receptacle	46 ¼" high x 22 ½" wide x 22 ½" deep
Double Locking Door	34" high x 36 ½" wide x 23 ¼" deep
Open Cabinet	34" high x 36 ½" wide x 23 ¼" deep
Open Cabinet	34" high x 36 ½" wide x 23 ¼" deep
High Chair Storage	34" high x 36 ½" wide x 23 ¼" deep

Beverage/Condiment Stations

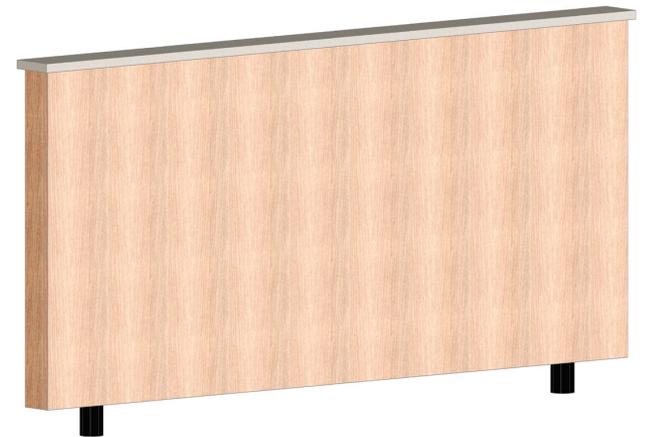
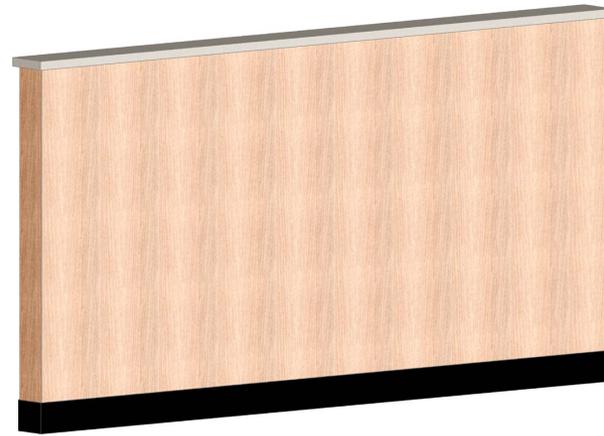


Beverage/Condiment Stations



Divider Walls

- Divider walls
 - 4 ½” thick wall
 - 48” high
 - Length priced per foot
 - Laminate or solid surface cap
 - **Floor Mount** model mounts to floor and has powdercoated metal base for durability
 - **Grout-In** model grouts into floor for extra stability and has powdercoated metal posts for durability





Custom Millwork



Custom Millwork



Custom Millwork



Custom Millwork



Custom Millwork



Custom Millwork





Solid Surface

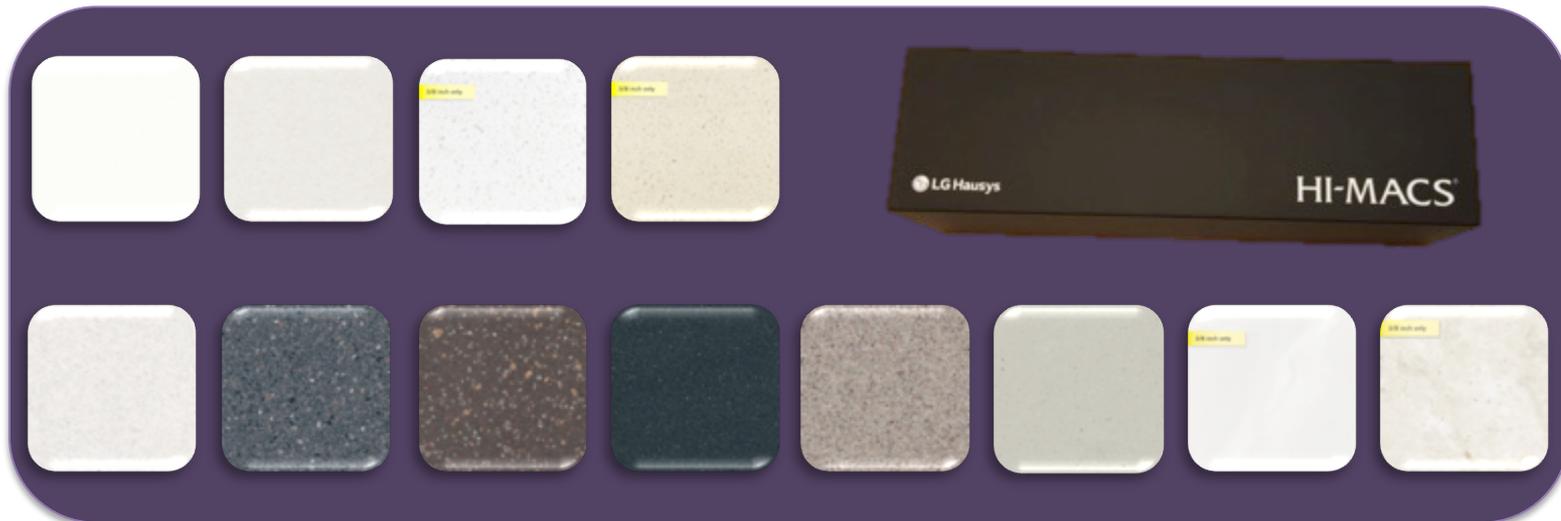


Solid Surface

- W&S has *in-house* solid surface fabrication and thermoforming capabilities:
 - Lower cost
 - In-house engineering and production ensure everything works together (e.g. cabinet base can support the weight of the top)
 - Everything ships together
 - W&S warranty applies

Solid Surface

- W&S works with all solid surface manufacturers, but has special pricing structure with LG Hi-Macs through our “Solid Standards” program
- Solid Standards sample boxes will be included in W&S Sales Kits (shipping mid-April)



Thermoflexible Solid Surface



Thermoflexible Solid Surface

