

Products to be Discontinued

With each catalog cycle, we analyze the entire product collection. This is essential to maintaining a healthy assortment of new and best-selling items. We review each one to determine the best possible merchandise mix to offer customers. Many points are taken into consideration to help determine a discontinuation:

1. Sales performance of the item and/or color
2. Duplication of the product
3. Color change
4. Trend change
5. Sales movement of the product shifting to a similar product
6. Product was a catalog limited release only for seasonality

After analysis is complete, we determine if a balanced merchandise selection that met the needs of your customers was achieved. In some cases, we may discontinue a specific product you feel sells well for you. Usually, sales from the discontinued product(s) can be shifted to a similar item or color. Rest assured that we're very aware of strong regional products and attempt to maintain them in the catalog as long as sales continue to merit the space and inventory.

Canada

Spring 2013 Catalog Overview – Canada Opens December 29, 2012 Please help your customers plan ahead. There is no grace period for the discontinued Fall & Holiday 2012 Catalog products. The deadline to submit orders containing discontinued products is Friday, December 28, 2012, the final day that the Fall & Holiday 2012 Catalog is available.

Here are the baseline items being discontinued with the start of the Spring 2013 Catalog. **Product** **Reason**

Product	Reason
Chef Series Cookware 10-Pc. Complete Set	Competitive performance
Healthy Start Complete Set	Competitive performance
Healthy Start Medium Set	Competitive performance
Healthy Start Starter Set	Competitive performance
Salsa Celebration Complete Set	Competitive performance
Salsa Celebration Medium Set	Competitive performance
Tupperware® Chic Dining Cocktail Collection w/ Wine Charms	Competitive performance
Tupperware® Chic Dining Champagne Flutes	Competitive performance
Tupperware® Chic Dining Stemless Wine Glasses	Competitive performance
Tupperware® Chic Dining Wine Glasses	Competitive performance
Microsteamer	Discontinued
Spider Man Lunch Set	Discontinued
Avocado Keeper	Reconfigured
Garlic Keeper	Reconfigured
Lime Keeper	Reconfigured
Onion Keeper	Reconfigured
Tomato Keeper	Reconfigured
CrystalWave® 2-Pc. Bowl Set	Reconfigured

Healthy Salad Lunch Solution	Reconfigured
Quick Shake® Container	Redesigned
Vent 'N Serve® Medium Deep	Reconfigured
Vent 'N Serve® Medium Shallow	Reconfigured
Whip 'N Prep	Reconfigured
Disney Fun-tastic Friends Tumblers (set of 4)	Replaced/reconfigured
Freezer Mates® Holiday Set	Catalog limited release
Ice Prisms Party Plates (set of 4)	Catalog limited release
Ice Prisms Pitcher	Catalog limited release
Ice Prisms Tumblers (set of 4)	Catalog limited release
Go Team! Large Water Bottle/Black w/ Black Easy Sipper Cap	Catalog limited release
Go Team! Large Water	Catalog limited release