



## NEWS RELEASE

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### WESTERN CONTRACT: FOCUSED ON THE FUTURE

WCF strategically disbands its Home Interior department and focuses on Business Interiors

Sacramento, CA - Western Contract Furnishers, the Sacramento region's leading provider of business interior furniture solutions and services since 1959, announced today that it will retire its Home Interior division to focus on its core contract business.

"Our strength has always been the commercial/contract side of the furniture business," commented Bill Yee, president of Western Contract, "and it makes up over 90% of our overall revenue. Our home interiors division has had a wonderful reputation as a high quality furniture and design resource center for decades. "But after comprehensive strategic planning, we determined the commercial side represents the future of the company." By having one business model versus two, it will allow us to focus our resources entirely on our core business.

The Business Interiors division offers executive office furniture, systems furniture, workstations and accessories from over 300 manufacturers, in addition to full-service project management, furniture space planning, installation, move management and asset management services. Their clients include, corporations, professional offices, local, state and federal governments; health care and hospitality; military installations and educational institutions.

Western Contract, which remains financially strong and has had one of the most profitable years in its history, with more than 75 employees, will be concentrating new strategic efforts in various sectors which Yee sees as the growth areas of the future.

Disbanding the Home Interiors division will displace 9 people, mostly designers. "I'm saddened that we are losing some very fine home designers who have been part of the Western Contract family," added Yee. "They are exceptionally talented, creative and service driven. We're going to do everything possible to help them transition their careers and to find new employment opportunities."

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While the company will not be taking any new Home Interiors orders after January 9, they will be transitioning clients and selling their interior furnishings inventory over the next six weeks. In addition, the company is providing severance packages and hired a career consulting firm to help those who will be leaving the company.

“In today’s economy, companies must analyze their business model and we are no exception,” concluded Yee. “Our finances are rock solid and we will enhance the core business that elevated Western Contract to a leadership position in the region’s business interior industry over the last 49 years.”

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#### About WCF

Western Contract is the leading regional resource and full service provider of Business Interior solutions, services and products. The company began operations in 1959 and in 1984 the company moved to a 28,000 sq. ft. facility on the Highway 50 corridor in Rancho Cordova. In 1991, former owner Don Turner, who is still active as a consultant on the company board as chairman emeritus, sold the majority of stock to the company employee stock ownership plan (ESOP), which now owns 100 percent of the outstanding shares. Western Contract also sells mid-market office furniture through its franchise with Office Furniture USA.