

# WHY YOU SHOULD NOT BUY USED FURNITURE!

- Obsolete product design
- Inferior fit and finish
- Multi-generational product incompatibility issues
- Additional expenses due to new items required to “fill-in” product order
- UL listing is not valid on used furniture posing a potential fire and safety threat
- Severely restricted cable pathways that are not TIA/EIA 568-A and 569 compliant and as a result, not CAT5 or CAT6 certifiable
- Limited or no acoustical ability
- Limited or no manufacturer’s product warranty
- Poor corporate image
- Fewer power circuits, resulting in more poke-throughs and greater expense
- Increased maintenance cost due to excessive wear and tear
- Increased indoor air pollution due to extensive use of formaldehyde in older wood-based systems
- Expensive add-on orders due to changing inventory conditions
- Extremely poor industry track record for complete and on-time delivery
- Little or no residual value at time of resale
- Unfavorable lease financing rates versus new furniture – fair market value leases not available