

I. GENERAL INFORMATION

C. FABRIC & DECORATIVE TRIM:

-Fabric Pricing Per Yard-Fabrics are sold in one-half yard increments only. The cost per yard is listed below:

<u>Grade</u>	<u>Price</u>	<u>Grade</u>	<u>Price</u>	<u>Grade</u>	<u>Price</u>	<u>Grade</u>	<u>Price</u>	<u>Grade</u>	<u>Price</u>
12	\$66.00	18	\$84.00	24	\$102.00	30	\$120.00	36	\$138.00
13	\$69.00	19	\$87.00	25	\$105.00	31	\$123.00	37	\$141.00
14	\$72.00	20	\$90.00	26	\$108.00	32	\$126.00	38	\$144.00
15	\$75.00	21	\$93.00	27	\$111.00	33	\$129.00	39	\$147.00
16	\$78.00	22	\$96.00	28	\$114.00	34	\$132.00	40	\$150.00
17	\$81.00	23	\$99.00	29	\$117.00	35	\$135.00	41	\$153.00

-Rope Welt, Brush Fringe, & Decorative Tape Pricing Per Yard

Decorative Trims may be purchased by the yard. The cost per yard is listed below:

Rope Welt-\$60.00 per yard

Brush Fringe-\$90.00 per yard

Decorative Tape-\$90.00 per yard

-Upholstery Cleanability Codes

Upholstery fabrics are classified into one of the following four categories. Our fabric samples are marked with these codes. Each category carries a suggested method of cleaning by the fabric manufacturer. Our company does not accept responsibility in the event of failure of any of these methods.

1. Code S – To prevent overall soil, frequent vacuuming or light brushing to remove dust and grime is recommended. Spot clean using a mild water-free solvent or dry cleaning product. Clean only in a well-ventilated room and avoid any product containing Carbon Tetrachloride or other toxic materials. Pretest a small area before proceeding. Use a professional furniture cleaning service when an overall soiled condition has been reached.

2. Code SW – To prevent overall soil, frequent vacuuming or light brushing to remove dust and grime is recommended. Spot clean with a mild solvent, an upholstery shampoo, or the foam from a mild detergent. When using a solvent or dry cleaning product, follow instructions carefully and clean only in a well-ventilated room. Avoid any product which contains Carbon Tetrachloride or other toxic materials. With either method, pretest a small area before proceeding. Use a professional furniture cleaning service when an overall soiled condition has been reached.

3. Code W – To prevent overall soil, frequent vacuuming or light brushing to remove dust and grime is recommended. Spot clean using the foam only from a water-based cleaning agent such as a mild detergent or non-solvent upholstery shampoo product. Vacuum when dry. Pretest a small area before proceeding. Use a professional furniture cleaning service when an overall soiled condition has been reached.

4. Code X – Clean this fabric only by vacuuming or light brushing to prevent accumulation of dust or grime. Water-based foam cleaners or solvent-based cleaning agents of any kind may cause excessive shrinking, staining, or distortion of the surface pile and therefore should not be used.

CAUTION: Never remove cushion covers for separate cleaning or washing even though they do have zippers. Do not use any tumble method or cleaning services as they may destroy the backing of the fabric. Use of water-based or detergent-based solvent cleaners may cause excessive shrinking. Water stains may become permanent. Avoid products containing Carbon Tetrachloride as it is highly toxic.

**To prevent overall soiling, frequent vacuuming or light brushing to remove dust and grime is recommended.*

I. GENERAL INFORMATION

D. LEATHER:

-Leather by the Hide Pricing:

Leather may be purchased by full hides only. Whole hides average approximately 50 square feet.

The cost per square foot is listed below:

<u>Grade</u>	<u>Price</u>	<u>Grade</u>	<u>Price</u>	<u>Grade</u>	<u>Price</u>	<u>Grade</u>	<u>Price</u>
C	\$25.50	F	\$34.50	I	\$43.50	L	\$52.50
D	\$28.50	G	\$37.50	J	\$46.50	M	\$55.50
E	\$31.50	H	\$40.50	K	\$49.50	N	\$58.50

-Leather Characteristics & Care:

Our leather vendors provide us with leather from the finest raw materials available. It is important to understand the characteristics inherent in the types of leather offered as well as the suggested care for each.

~ Pure Aniline Leathers & Semi-Aniline Leathers

Pure Aniline leathers are for discriminating people who appreciate natural beauty, color and luxurious softness. Any leather that receives all of its color solely from aniline dyes is classified as a pure aniline. Natural markings and characteristics will be visible and prominent since no topical treatment or pigments are used for color. Color variations are therefore to be expected throughout the hide and from dye lot to dye lot. Healed scars and scratches are unique characteristics that will often be cut into any pattern. If placed in direct sunlight fading is likely to occur. A rich patina develops with time, which will further enhance this leather. Individual markings and qualities combine to give pure aniline leathers a rare and natural beauty.

Semi-Aniline leathers possess the same qualities of Pure Aniline leathers but a small amount of pigment is applied in a light surface coating to provide a more consistent color and offering additional stain resistance.

Pure Aniline & Semi-Aniline leathers are treated to promote water and stain resistance and to improve cleanability, but not to prevent stains from setting. If a stain goes unnoticed, and penetrates the leather, use lukewarm water and a soft white cloth to gently clean the stain and surrounding area. Use of a leather conditioner will help keep your leather soft and supple.

~ **Nubuck Aniline Leathers** Nubuck is a pure aniline leather which has a slight nap effect produced by the removal of the hair cell layer of a hide. Not to be confused with suedes, Nubucks are top grain leathers and are much more serviceable and durable than suede. Nubuck leathers make a fashion statement with their exotic textures and sensuous appearance. Since it is a pure aniline leather, however, color variation throughout the hide is likely. Healed scars and scratches will often be a part of the hide and cut into any pattern. Also, a slight nap is to be expected.

To help keep your Nubuck looking fresh, vigorously fluff the fibers occasionally with a suede brush. Use a damp white cloth only when cleaning spills or stains and then blot to dry. Follow by briskly massaging the area with a suede brush. Avoid using soaps.

~ **Protected Aniline Leathers** Protected aniline leathers have been aniline dyed and have a pigmented topcoat to ensure color consistency while still showing the natural characteristics of the hide. These leathers can generally be easily cleaned and wear more consistently over time. Protected aniline leathers are the perfect choice for people who expect the most out of life and demand high performance from any product they own. For routine maintenance, occasional wiping with a soft white damp cloth is all the care your furniture will need.

~ **Full Grain Waxed** The wax tannage of the Full Grain Waxed leather is derived from an old footwear recipe used for bootmaking and creates the overall effect of a casual, comfortable leather with a dramatic visual appeal. The leather is completely natural, devoid of any pigments or artificial coloring and will reflect all of the features associated with full grain leather. For regular care and cleaning, dust periodically with a dry cloth to remove residual dust and prevent dirt from building up.

~ **Protected Full Grain** Protected Full Grain, available in a wide range of color and enhanced with a light touch of transparent luster, provides a soft body and a robust level of protection. Dust regularly with a clean, lightly water dampened cloth.

I. GENERAL INFORMATION

E. ARM GUARDS: Arm guards are standard on most fabric styles in our line. Additional arm guards are available at a cost of \$90.00 per pair. Please refer to the price list grid to determine if a style is standard with arm guards.

F. BAR STOOLS & COUNTER STOOLS: Each Bar Stool and Counter Stool in our line is standard with a burnished brass footplate unless otherwise noted in this price list. If you would prefer to exclude that footplate from your style, please specify that change on your order and we will accommodate your request at no additional charge. For Bar and Counter Stools in our line that swivel, the standard swivel unit is a “return” swivel that returns to a centerpoint when not in use. If you would prefer to receive a 360° swivel unit, please specify that change on your order, and we will accommodate your request at no additional charge. Note: Our 5030 and L5030 Bar & Counter stools are standard with a 360° swivel unit.

G. BUILD YOUR OWN SERIES: ~ Signature Elements

Please see Pages 105-116 of this price list for pricing of our Signature Elements series. Use the convenient Order Form at the end of the pricing grid to communicate your Signature Elements selections to our factory. For all of the specifications for and details of the options that make up Signature Elements, please refer to the Signature Elements section of your catalog.

H. COMBINATION PRICING:

- ~ **Combination Fabrics:** If a combination of fabrics is used on a frame, the price will be determined by the highest grade of the fabrics selected. When using multiple COMs on a frame, there will be a 10% upcharge for applying more than four COM fabrics.
- ~ **Combination Leathers:** If a combination of leathers is used on a frame, the price will be determined by the higher grade of the leathers selected.

I. CUSTOMIZATION: Requests for custom options beyond those noted in the price list and catalog are welcome. Customization requests that we can typically accommodate include length changes on straight-line sofa styles and modifications to cushion configurations. Please contact our Customer Service Department for availability and pricing of your customization requests.

J. FINISH OPTIONS: We offer Traditional and Decorative wood finishes to complement both your fabric or leather selection and upholstery style. Traditional finishes are available at no additional charge on any exposed wood piece in our line. Decorative finishes are also available on any exposed wood style in our line. Due to the time-consuming, labor-intensive nature of these finishes, there is a \$300 upcharge for their application on certain styles in our line. Please refer to your style choice in our price list for this applicable charge.

TRADITIONAL FINISHES

Alabaster	Gloss Black	Otter
Alsace	Gloss White	Oxford
Brownstone	Granite	Oyster
Burgundy Mahogany	Gunmetal	Pebble
Carbon	Iron	Seal
Chantilly	Linen	Tifton
Espresso	Mercury	Toffee
Fawn	Mink	Willow
French Roast	Normandy	

DECORATIVE FINISHES

Champagne
Greystone
Java
Sandalwood

I. GENERAL INFORMATION

K. FABRIC PROTECTION: Our fabric line is not chemically treated; however, some fabrics are treated by the mill. Those will be listed on the swatch label. If desired, we offer treatment at the following cost:

Sofa - \$120.00 **Loveseat** - \$105.00 **Chair** - \$90.00 **Ottoman** - \$75.00

L. NAIL HEAD TRIM: We offer a variety of nail trim as a decorative option to accent the lines of your upholstery. When ordering a piece using our nail trim, please specify the nail number you desire from the nail trim section of our catalog. For pieces where nail trim is standard, we will apply the nails as they appear on your selected style in our catalog. If you are adding nail head trim to a piece, the factory will determine the most complementary nail placement based on your nail selection. However, should you have a specific placement in mind, we ask that you forward a drawing with your order. Please refer to the pricing below for nail application to those pieces where nailing is not standard. *Please note: your requested application may incur an additional charge above what is listed below.

Sofa - \$330.00 **Loveseat** - \$300.00 **Chair** - \$225.00 **Ottoman** - \$225.00

M. PRICING ABOVE GRADE 35: We have several fabrics above Grade 35 in our fabric line. Determining the price for that grade is easily and quickly done by using the grade riser provided on the item's pricing grid. Add this amount to the grade 35 price the number of times needed to reach the correct grade.

N. RING BASE SWIVEL: Our ring base swivel unit is an available option on most of the skirted chairs in our line for an additional charge of \$450. This is a stationary swivel unit that can accommodate larger size chairs with great stability. Our ring base swivel is a quality mechanism that rotates 360° smoothly on ball bearings. The unit will not alter the overall height of the chair, the height of the skirt, or the pitch of the chair. Please refer to the bottom of the pricing grid to determine if the ring base swivel is available for your desired style.

O. SECTIONAL CONNECTORS: All sectional pieces in our product line are standard with connectors. Our sturdy steel connectors are mounted to the side rail on the armless side of each sectional piece. This spring loaded connection will minimize the separation or movement of your pieces that may occur with everyday use. Should you have any questions regarding their operation, please contact our Customer Service department.

P. SELF DECKING:

If self decking is desired, please add the following:

Sofa - \$150.00 **Loveseat** - \$135.00 **Chair** - \$120.00

Self decking will be made from COM at no extra charge if specified on the order and if sufficient yardage is sent.

Q. SEMI-ATTACHED BACK CUSHIONS: We will convert most styles that are standard with semi-attached back cushions to loose back pieces for a 10% upcharge. Please check feasibility with our Customer Service department prior to submitting your order. Please note that we are not able to convert pieces with loose back cushions into semi-attached back styles.

I. GENERAL INFORMATION

R. SLEEPERS: We offer both full and queen size sleepers in our product line. Our sleeper mechanism is a Leggett and Platt Classic bifold unit. This premium mechanism has a square tubular perimeter and a T.V. headrest. The mattress is a Kingsdown 200 Sleep-In® Mattress. The mattress is mildew-resistant, odor free, and hypo-allergenic. The "Sleep-In" is environmentally friendly and is engineered with all fiber filling and has no foam, which causes fluorocarbon emission and damages the ozone layer. As an optional upgrade, we also offer an air mattress. The charge for the air mattress upgrade is \$450 above the price of the sleeper sofa. Additional information is available in the catalog.

S. TILT BACK CHAIRS: Our "Pitch Perfect" collection of tilt back chairs gives you the opportunity for "customized comfort". Our "Pitch Perfect" chairs are powered by a rechargeable battery that operates the chair smoothly and quietly. You will find pricing for our "Pitch Perfect" chairs in both the fabric and leather style pricing sections. For more information on our "Pitch Perfect" collection, please refer to our company's website and the "Pitch Perfect" section of your catalog.