

GENERAL INFORMATION

CONTACT LESRO

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ORDERING

Lesro products can be purchased through authorized resellers only. When placing an order please specify our 8-digit model #, quantity, frame finish color, fabric pattern, fabric color and laminate name where applicable.

CONFIRMATIONS

Orders will be confirmed by Lesro. It is the buyer's responsibility to detect any error or discrepancy and to report it immediately to Lesro by phone or email.

CREDIT POLICY

Lesro will extend credit to approved customers with current accounts. New customers must prepay 50% of the first order and submit a credit application including bank and trade references with current email addresses for review. Upon credit approval, the initial order will ship with 50% credit, subject to approved credit limits. Subsequent orders will be shipped on open credit, subject to approved credit limits and current account status.

PAYMENT TERMS

All orders are invoiced at net 30 day payment terms.

SHIPPING TIMES

Standard Shipment: Most orders, including those with COM and SOM materials, will ship within 2 to 4 weeks from receipt of order, unless otherwise requested.

SUPERSHIP Service: When faster service is needed, Lesro's SUPERSHIP is available to ship within 48 hours (2 business days) of receipt of your order. There is no additional charge for this service, but the following conditions apply:

- Upholstery is chosen from our Express Upholstery Selections card (Mixed upholsteries from this card are also eligible for Supership)
 - Frame finish and laminates are chosen from the collection-specific offerings on our Surface Selections card
 - Order is received by 2:00 pm EST
 - Conference tables are not eligible for this service
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FREIGHT POLICY

Orders with destinations within the continental U.S. totaling \$2,000 list or greater and shipping to one (1) destination will qualify for free shipping. Orders totaling less than \$2,000 list will be subject to shipping charges calculated at 5% of total list.

For orders shipping to AK, HI, Canada or other international destinations, please call for a freight quote.

Most Lesro products can ship via UPS/FedEx Ground. Conference and Café tables must ship by common carrier. All common carrier shipments are dock-to-dock only. We will ship by the most efficient and economical method at our discretion. Additional charges will apply if non-standard or special shipping services are requested (liftgate, inside delivery, etc.). Please contact us if you have specific shipping requirements.

Important note regarding truck shipments: Freight class will vary depending on the assortment of products on a pallet. For example, the freight class for a pallet containing only chairs might be different from a pallet containing chairs and tables. Please contact us if you need freight class information for a specific order.

UPHOLSTERY

Lesro offers an extensive selection of upholsteries that are available for use on all product lines. See pricer pages 9 - 14 for our complete upholstery offering.

Upholstery cards and individually cut samples are available upon request at no charge.

NEW!

Lesro's Express Upholstery Selections are stocked and available for orders requiring fast delivery upon request. Perfect for all your time-critical orders. Products with mixed or multiple Express Upholstery Selections are also available for fast delivery.

Mixed upholstery orders are welcome. If two different upholsteries are used on a product, (one upholstery for the seat and one upholstery for the back), pricing is calculated by averaging the grades of the two upholsteries. For example:

If the seat is grade 4 and the back is grade 2, the chair will be priced at grade 3.

If the seat is grade 2 and the back is grade 5, the chair will be priced at grade 4.

(All fractions are rounded up to the next higher grade.) The same calculation rules apply to chairs with three upholsteries. For all other combinations or special requirements, please inquire.

SOM (Special Order Material) service can be arranged from most upholstery suppliers. See pages 10 - 14. The listing of patterns in the **Upholstery Grades** section is not intended to be comprehensive and individual patterns are subject to change. Please call Lesro to confirm pattern availability

COM (Customer's Own Material) service is also available and is priced at Grade 3. COM yardage information shown in this pricer next to every item is for solid, non-directional upholsteries only. Print and directional patterns may require additional yardage. Please submit a yard sample with product specifications for approval prior to submitting COM orders. To ensure there are no delays with your order, please provide tracking information when you ship your COM upholstery.

SURFACE SELECTIONS

Lesro offers a wide range of surface finishes and laminates for our products. Please refer to our Surface Selections brochure or www.lesro.com for full details. Although Lesro recommends certain options for each product line, any of our laminates and any of our steel or wood finishes can be used on any of our product lines.

CUSTOM FINISHES

Wood

Custom wood finish matching is available on all our wood products. Please send a finish sample to Lesro and we will send a matching finish sample to you for approval. Add \$25 per seat or table to the published list price for the item to determine the new list price. A combined quantity of 12 items is needed for this service.

Metal

Custom paint color matching is available on all our steel products. Please send a paint color sample with the manufacturer's name, product name and catalog number to Lesro and we will send a matching paint sample to you for approval. Add \$25 per seat or table to the published list price for the item to determine the new list price. A combined quantity of 12 items is needed for this service.

Laminate

Lesro will substitute other high pressure laminates (HPL) when requested. Please send a sample of the laminate with the manufacturer's name, product name and catalog number to Lesro for approval. Pricing may vary depending on the laminate selected and the quantity of items ordered. Please contact Lesro for additional information.

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CUSTOM DESIGNS Lesro is able to accommodate a wide range of custom design requests due to the flexibility of our manufacturing operation and the modularity of our products. Please let us know if you need something that does not appear in this pricer. For example:

- Longer seat groupings are available for many of our product lines. (6-seater, etc.)
- Connecting tables can often be used between oversize and bariatric chairs, not just guest chairs.
- Most multi-seat units can utilize any combination of full arms and half arms in any position along their length.
- Power units can be put in many of our tables and their locations can often be customized.

SHOWROOM SAMPLES Showroom samples are available. Please contact your sales representative for details.

ASSEMBLY SERVICES Lesro will ship most seating products fully assembled upon request. The cost for this service is 6% of the grade 2 list price and is subject to a minimum total order value of \$2,000 list. Note that 4 and 5-seaters must ship in multiple cartons with only minimal assembly required at site. Conference, café and occasional tables cannot ship assembled.

BROKEN CARTON CHARGES A small number of Lesro products are packaged 2 pieces per carton. (Avon and Concord) If a single piece or an odd number is ordered we will assess a Broken Carton Charge of \$20 net.

LIMITED LIFETIME WARRANTY All Lesro frames and assemblies are warranted to be free from defects in materials and workmanship under normal use and conditions for the life of the product. All fabric, vinyl, PVC free polyurethane and Crypton coverings are warranted for 2 years from the date of shipment.

This warranty is valid only if the product is used for the purpose for which it was intended. It does not cover products that have been damaged by negligence, misuse or accident, have been installed or assembled incorrectly, or have been modified or repaired by unauthorized persons.

Warranty coverage is at Lesro's discretion, subject to verification. Should service be required by reason of defect or malfunction, Lesro will provide replacement parts, repair or replace the product without charge. This warranty does not apply to damage caused by a freight carrier.

FIRE CODES

All Lesro seating meets the flammability requirements of the California Bureau of Home Furnishings Technical Bulletin 117-2013 (CAL TB 117-2013).

All Lesro seating can be manufactured to meet the requirements of the CAL TB 133 fire code. Please refer to Lesro fabric cards for approved fabrics. **Add \$61 per COM yard** to the appropriate published list price for all products requiring CAL TB 133 fire code approval. COM yardages are found in the specifications columns of this price guide.

Example: Our Fremont Guest Chair, Model# FT1401G8 found on page 18, requires 6 COM yards. Add \$366 to the appropriate published list price of this product for CAL TB 133 fire code approval ($\$61 \times 6 \text{ yards} = \366).

ANSI/BIFMA

All Lesro products meet or exceed ANSI/BIFMA requirements.

DIMENSIONS

Overall dimensions shown in this price guide are maximum dimensions. Inside dimensions shown in this price guide are minimum dimensions.

DISCONTINUED PRODUCTS

All products listed in the 2018 Price Guide will remain active for 2019.

CONTRACTS

GSA

Lesro was awarded GSA contract number 47QSCA18D000L on July 9th, 2018. The contract period is July 9, 2018 through July 8, 2023 under Furniture Schedule 71.

The GSA Special Item Numbers (SIN) are noted for awarded model #s throughout this price guide. Excluded model #s are noted as Open Market.

For detailed information please visit the **CONTRACTS** tab at www.lesro.com.

STATE

Lesro holds furniture contracts with various states and other organizations. Please visit the **CONTRACTS** tab at www.lesro.com for more information.

GENERAL INFORMATION

WEIGHT CAPACITY *All weights shown in pounds (lbs.)*

PRODUCT	Guest & Armless Chairs	Oversize Guest Chair	Bariatric Chair	Café Chair & Stool	Hip Chair, Guest	Hip Chair, Oversize	Lounge Chair	Loveseat	Rocker	Sofa	Units w/Center Arms	1 Seat Bench	Loveseat Bench	2 Seat Bench	3 Seat Bench	4 Seat Bench	5-Seat Bench
Amherst Steel	300	400	750	-	-	-	-	-	-	*	*	-	-	550	650	-	-
Amherst Wood	300	400	-	-	300	400	-	-	-	*	*	-	-	550	650	-	-
Ashford	300	-	-	-	-	-	-	-	-	*	*	-	-	-	-	-	-
Avon	300	400	750	300	300	-	-	550	-	-	-	-	-	550	650	-	-
Belmont	400	500	750	-	-	-	-	550	-	-	*	-	-	-	-	-	-
Brewster	400	500	750	-	-	-	-	550	-	-	*	-	-	-	-	-	-
Brooklyn	300	400	-	-	-	-	400	-	-	*	*	-	-	550	650	-	-
Classic	300	-	-	-	-	-	-	-	-	*	*	275	-	*	*	*	*
Concord	-	-	-	350	-	-	-	-	-	-	-	-	-	-	-	-	-
Contour	300	-	-	-	-	-	-	-	-	*	*	275	-	*	*	*	*
Franklin	300	400	-	-	-	-	-	-	-	*	*	-	-	-	-	-	-
Fremont	500	-	750	-	-	-	-	600	-	700	*	400	-	600	700	-	-
Gansett	300	400	750	-	-	-	-	550	300	-	-	-	-	550	650	-	-
Hartford	300	-	-	-	-	-	-	-	-	*	*	-	-	-	-	-	-
Lenox Steel	300	400	750	-	300	-	-	-	-	*	*	-	-	550	650	-	-
Lenox Wood	300	400	-	-	-	-	-	-	-	*	*	275	-	*	*	*	*
Luxe	500	-	750	-	-	-	-	600	-	700	-	-	-	600	700	-	-
Madison	300	-	-	-	-	-	-	-	-	*	*	-	-	-	-	-	-
Mystic Guest	300	400	750	-	-	-	-	-	-	*	*	275	-	550	650	-	-
Mystic Lounge	350	-	750	-	-	-	-	600	-	700	-	-	-	-	-	-	-
Newport	300	400	750	-	300	400	-	550	-	-	-	-	-	550	650	-	-
Ravenna	400	500	-	-	-	-	-	550	-	*	*	400	500	*	*	*	*
Savoy	400	500	750	-	-	-	-	550	-	-	*	-	-	-	-	-	-
Siena	400	500	-	-	-	-	-	550	-	*	*	400	500	*	*	*	*
Somerset	400	500	750	-	-	-	-	550	-	-	*	-	-	-	-	-	-
Weston	300	400	-	-	-	-	-	-	-	*	*	-	-	550	650	-	-

*Weight capacity on all ganged seating, either sofas, units with center arms, or benches, is the same as the appropriate guest chair capacity **per seat only**.

Example: Our Hartford 3 Seat Sofa, Model# HF3101G5 found on page 58 has a weight capacity of 300 lbs. per seat and can accommodate 3 people weighing up to 300 lbs. each, but will not accommodate 1 person weighing 900 lbs.