

	Choose the pieces to fit your room and seating needs (below)
<b>Step 1</b>	Choose seating option from Vendor skus below.
<b>Step 2</b>	Choose seating depth (S= Standard 22", D=Deep 25"* *upcharges apply)
<b>Step 3</b>	Choose seat cushion style (F=Full Front, T=T-Cushion)
<b>Step 4</b>	Choose cushion comfort (S=Standard, B=Blend Down*, D=Spring Down*, F=Extra Firm*, M=Memory Foam* *upcharges apply)
<b>Step 5</b>	Choose Arm Style (1=Small Sock, 2=Large Sock, 3=Small Panel, 4=Large Panel, 5=Small Track, 6=Large Track, 7=Scoop, 8=Charles of London, 9=Slope)
<b>Step 6</b>	Choose Back cushion type (B=Boxed Edge, K=Knife Edge, D=Bed Pillow)
<b>Step 7</b>	Choose Back cushion attachment (L=Loose Back, A=Attached Back)
<b>Step 8</b>	Choose Back cushion comfort (S=Standard, B=Blend Down*, M=Microfiber* *upcharges apply)
<b>Step 9</b>	Choose Seam treatment (W=Welt cords same as basic fabric, C=Welt cords in contrast fabric*, N=No welt cords- topstitched seams *upcharges apply)
<b>Step 10</b>	Choose Base type. Note: Leather items are not available with skirts. (1=Small Turned, 2=Large Turned, 3=Small Tapered, 4=Large Tapered, 5=Plinth/Sleigh, 6=Metal, 7=Skirted* *upcharges apply)
<b>Step 11</b>	Choose Base finish (WOOD: T=Stone, A=Ash, H=Wheat, B=Rustic Brown, W=Walnut, C=Charcoal, G=Rustic Grey, S=Slate, P=Pine, L=Heirloom, R=Brindle, O=Onyx METAL: SS=Brushed Stainless Steel, MD =Modern Brass)
<b>Step 12</b>	Choose Nailhead trim size (O=None, S=Small,Touching 3/8"*, M=Medium,Spaced 5/8"*, L=Large,Spaced 7/8"* *upcharges apply)
<b>Step 13</b>	Choose Nailhead trim finish (O=None, N=Nickel, A=Antique Brass, C=Chrome, F=French Brass, OB=Oiled Bronze)

**\*\*Note: length for all highlighted dimensions = INSIDE SEATING LENGTH ONLY.**

**For overall length of one-arm pieces, add 1 arm width as shown in step 5 on the POP.**

**For overall length of two-arm pieces, add 2 arm widths as shown in step 5 on the POP.**

FABRIC			Fabric																
Vendor Sku	Description (# of seat cushions)	Pillow Count	**Dimensions LxDxH	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	
			pink = add two arm widths																
C000-92	Grand Sofa (3)	2	84x38x39	\$2,274	\$2,371	\$2,484	\$2,604	\$2,716	\$2,837	\$2,949	\$3,069	\$3,182	\$3,302	\$3,415	\$3,535	\$3,647	\$3,768	\$3,888	
C000-82	Great Room Sofa (3)	2	78x38x39	\$2,213	\$2,319	\$2,431	\$2,551	\$2,664	\$2,784	\$2,897	\$3,017	\$3,129	\$3,249	\$3,370	\$3,482	\$3,602	\$3,715	\$3,835	
C000-7Q	Queen Sleeper (3)	2	72x38x39	\$2,664	\$2,769	\$2,874	\$2,979	\$3,084	\$3,182	\$3,287	\$3,392	\$3,497	\$3,602	\$3,700	\$3,805	\$3,910	\$4,015	\$4,120	
C000-72	Classic Sofa (3)	2	72x38x39	\$2,153	\$2,251	\$2,356	\$2,461	\$2,566	\$2,664	\$2,769	\$2,874	\$2,979	\$3,084	\$3,182	\$3,287	\$3,392	\$3,497	\$3,602	
C000-6Q	Queen Sleeper (2)	2	72x38x39	\$2,611	\$2,716	\$2,822	\$2,927	\$3,032	\$3,129	\$3,234	\$3,340	\$3,445	\$3,550	\$3,647	\$3,753	\$3,858	\$3,963	\$4,068	
C000-62	Classic Sofa (2)	2	72x38x39	\$2,093	\$2,198	\$2,304	\$2,409	\$2,514	\$2,611	\$2,716	\$2,822	\$2,927	\$3,032	\$3,129	\$3,234	\$3,340	\$3,445	\$3,550	
C000-60S	Armless Stand Alone Sofa (3)	-	72x38x39	\$1,710	\$1,816	\$1,913	\$2,018	\$2,123	\$2,228	\$2,334	\$2,431	\$2,536	\$2,641	\$2,746	\$2,852	\$2,949	\$3,054	\$3,159	
C000-5B	Full Sleeper (2)	2	66x38x39	\$2,566	\$2,664	\$2,769	\$2,874	\$2,979	\$3,084	\$3,182	\$3,287	\$3,392	\$3,497	\$3,602	\$3,700	\$3,805	\$3,910	\$4,015	
C000-52	Studio Sofa (2)	2	66x38x39	\$2,041	\$2,146	\$2,251	\$2,356	\$2,461	\$2,566	\$2,664	\$2,769	\$2,874	\$2,979	\$3,084	\$3,182	\$3,287	\$3,392	\$3,497	
C000-50S	Armless Stand Alone Sofa (2)	-	66x38x39	\$1,643	\$1,748	\$1,853	\$1,951	\$2,056	\$2,161	\$2,266	\$2,371	\$2,469	\$2,574	\$2,679	\$2,784	\$2,889	\$2,987	\$3,092	
C000-42	Cottage Sofa (2)	2	60x38x39	\$1,996	\$2,093	\$2,198	\$2,304	\$2,409	\$2,514	\$2,611	\$2,716	\$2,822	\$2,927	\$3,032	\$3,129	\$3,234	\$3,340	\$3,445	
C000-32	Petite Sofa (2/2)	2	54x38x39	\$1,943	\$2,048	\$2,146	\$2,251	\$2,356	\$2,461	\$2,566	\$2,664	\$2,769	\$2,874	\$2,979	\$3,084	\$3,182	\$3,287	\$3,392	
C000-20S	Stand Alone Armless Chair (1)	-	24x38x39	\$1,110	\$1,177	\$1,245	\$1,305	\$1,373	\$1,433	\$1,500	\$1,568	\$1,628	\$1,695	\$1,763	\$1,823	\$1,891	\$1,951	\$2,018	
C000-18	Chair and a Half (1)	1	30x38x39	\$1,568	\$1,628	\$1,695	\$1,763	\$1,823	\$1,891	\$1,951	\$2,018	\$2,086	\$2,146	\$2,213	\$2,281	\$2,341	\$2,409	\$2,469	
C000-12	Chair (1)	-	23x38x39	\$1,320	\$1,380	\$1,448	\$1,508	\$1,568	\$1,628	\$1,695	\$1,756	\$1,816	\$1,883	\$1,943	\$2,003	\$2,071	\$2,131	\$2,191	

FABRIC				Fabric															
Vendor SKU	Description (# of seat cushions)	Pillow Count	Dimensions Lx DxH	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	
			blue = add one arm width																
C000-01	Ottoman	-	27x22x19	\$659	\$682	\$712	\$734	\$765	\$787	\$817	\$840	\$870	\$892	\$915	\$945	\$967	\$997	\$1,020	
C000-55	Square ottoman	-	36x36x19	\$982	\$1,012	\$1,035	\$1,057	\$1,087	\$1,110	\$1,140	\$1,162	\$1,192	\$1,215	\$1,245	\$1,268	\$1,298	\$1,320	\$1,343	
C000-52	Rectangle storage ottoman	-	52x24x19	\$855	\$877	\$907	\$930	\$960	\$982	\$1,012	\$1,035	\$1,057	\$1,087	\$1,110	\$1,140	\$1,162	\$1,192	\$1,215	
C000-6X	RAF Sect. Sleeper(3)	1	72x38x39	\$2,574	\$2,679	\$2,784	\$2,889	\$2,987	\$3,092	\$3,197	\$3,302	\$3,407	\$3,505	\$3,610	\$3,715	\$3,820	\$3,925	\$4,023	
C000-6Y	LAF Sect. Sleeper(3)	1	72x38x39	\$2,574	\$2,679	\$2,784	\$2,889	\$2,987	\$3,092	\$3,197	\$3,302	\$3,407	\$3,505	\$3,610	\$3,715	\$3,820	\$3,925	\$4,023	
C000-67	RAF Sect. w/Corner(3)	2	85x38x39 (Standard seating) 88x38x39 (Deep seating)	\$2,484	\$2,589	\$2,702	\$2,792	\$2,897	\$3,002	\$3,107	\$3,213	\$3,310	\$3,415	\$3,520	\$3,625	\$3,731	\$3,828	\$3,933	
C000-66	LAF Sect. w/Corner(3)	2	85x38x39 (Standard seating) 88x38x39 (Deep seating)	\$2,484	\$2,589	\$2,702	\$2,792	\$2,897	\$3,002	\$3,107	\$3,213	\$3,310	\$3,415	\$3,520	\$3,625	\$3,731	\$3,828	\$3,933	
C000-63	LAF Sectional Sofa(3)	1	72x38x39	\$2,184	\$2,289	\$2,387	\$2,499	\$2,597	\$2,702	\$2,807	\$2,912	\$3,017	\$3,115	\$3,220	\$3,325	\$3,430	\$3,535	\$3,633	
C000-61	RAF Sectional Sofa(3)	1	72x38x39	\$2,184	\$2,289	\$2,387	\$2,499	\$2,597	\$2,702	\$2,807	\$2,912	\$3,017	\$3,115	\$3,220	\$3,325	\$3,430	\$3,535	\$3,633	
C000-43	LAF Sect. Sofa(2)	1	48x38x39	\$1,710	\$1,816	\$1,913	\$2,018	\$2,123	\$2,228	\$2,334	\$2,431	\$2,536	\$2,641	\$2,746	\$2,852	\$2,949	\$3,054	\$3,159	
C000-41	RAF Sect. Sofa(2)	1	48x38x39	\$1,710	\$1,816	\$1,913	\$2,018	\$2,123	\$2,228	\$2,334	\$2,431	\$2,536	\$2,641	\$2,746	\$2,852	\$2,949	\$3,054	\$3,159	
C000-60	Armless Sofa(3)	-	72x38x39	\$1,710	\$1,816	\$1,913	\$2,018	\$2,123	\$2,228	\$2,334	\$2,431	\$2,536	\$2,641	\$2,746	\$2,852	\$2,949	\$3,054	\$3,159	
C000-50	Armless Sofa(2)	-	66x38x39	\$1,643	\$1,748	\$1,853	\$1,951	\$2,056	\$2,161	\$2,266	\$2,371	\$2,469	\$2,574	\$2,679	\$2,784	\$2,889	\$2,987	\$3,092	
C000-34	Seating Corner (1)	1	44x44x39	\$1,771	\$1,853	\$1,928	\$2,003	\$2,086	\$2,161	\$2,236	\$2,319	\$2,394	\$2,469	\$2,551	\$2,626	\$2,709	\$2,784	\$2,859	
C000-30	Corner Chair (1)	1	25x38x39	\$1,448	\$1,530	\$1,605	\$1,680	\$1,763	\$1,838	\$1,913	\$1,996	\$2,071	\$2,146	\$2,228	\$2,304	\$2,379	\$2,461	\$2,536	
C000-20	Armless Chair (1)	-	24x38x39	\$1,110	\$1,177	\$1,245	\$1,305	\$1,373	\$1,433	\$1,500	\$1,568	\$1,628	\$1,695	\$1,763	\$1,823	\$1,891	\$1,951	\$2,018	
C000-LLS	LAF Chaise (1)	1	30x67x39	\$1,710	\$1,816	\$1,913	\$2,018	\$2,123	\$2,228	\$2,334	\$2,431	\$2,536	\$2,641	\$2,746	\$2,852	\$2,949	\$3,054	\$3,159	
C000-RLS	RAF Chaise (1)	1	30x67x39	\$1,710	\$1,816	\$1,913	\$2,018	\$2,123	\$2,228	\$2,334	\$2,431	\$2,536	\$2,641	\$2,746	\$2,852	\$2,949	\$3,054	\$3,159	

Must Select From All 13 Steps: 1- Seating Options, 2- Seating Depths, 3- Seat Cushion Style, 4- Cushion Comfort, 5-Arm Style, 6- Back Cushion Type, 7-Back Cushion Attachment, 8- Back Cushion Comfort, 9-Seam Treatment, 10- Base Type, 11- Base Finish, 12- Nailhead Trim Size, 13- Nailhead Trim Finish

Example C000-725FB6KLSW4A00 = Classic Sofa with (S) Standard depth, (F) Full Front cushion, (B) Blend Down Seat cushion, (6) Large Track arm, (K) Knife edge back cushion, (L) Loose back cushion, (5) Standard back cushion comfort, (W) Welt seam treatment, (4) Large Tapered leg, (A) Ash base finish,

(O) No nailhead, (O) No nailhead finish

Must Send 9 Step Work Sheet to Buying Office for each Special order

\*Chaises only available with T-Front Seat Cushion

Storage Ottomans only come with Casters

UPCHARGES FOR FABRIC	
<b>Seat or Back Cushion Comfort Upgrade Pricing:</b>	
Example: If the customer wants a sofa with blend down back and seat cushions it would be a \$350 upcharge (\$175 x 2)	
Blend Down for seats or backs (B), Spring Down for seats only (D), Extra Firm for seats only (F), Memory Foam for seats only (M), Microfiber for backs only (M)	
Sofas, sleepers, loveseats and chaises	\$223
Chairs, corners and Chair and a halfs	\$140
Deep seating depth upcharge All pieces	\$124
Sleeper Gel Foam Mattress upgrade	\$256
Sleeper Air2 Mattress upgrade	\$495
Nailhead Trim Upcharge All Pieces	\$124
Pillow fringe, cord, tape (per pillow)	\$149
Skirted base type upcharge	\$124
Welt seam treatment upcharge	\$124

**1508 Lori Cocktail Ottoman**

FABRIC			Fabric															
Vendor Sku	Description	Dimensions WxDxH	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	
1508-2525	Ottoman Square w/Tray	26x26x19.5	\$991	\$1,024	\$1,049	\$1,082	\$1,107	\$1,140	\$1,164	\$1,189	\$1,222	\$1,247	\$1,280	\$1,305	\$1,338	\$1,363	\$1,396	
1508-3939	Ottoman Square w/Trays	40x40x19.5	\$1,280	\$1,305	\$1,338	\$1,363	\$1,396	\$1,420	\$1,445	\$1,478	\$1,503	\$1,536	\$1,561	\$1,594	\$1,619	\$1,652	\$1,676	
1508-5020	Ottoman Rectangle w/Trays	51x21x19.5	\$1,280	\$1,305	\$1,338	\$1,363	\$1,396	\$1,420	\$1,445	\$1,478	\$1,503	\$1,536	\$1,561	\$1,594	\$1,619	\$1,652	\$1,676	
1508-5030	Ottoman Rectangle w/Trays	51x31x19.5	\$1,280	\$1,305	\$1,338	\$1,363	\$1,396	\$1,420	\$1,445	\$1,478	\$1,503	\$1,536	\$1,561	\$1,594	\$1,619	\$1,652	\$1,676	
1508-6020	Ottoman Rectangle w/Trays	61x21x19.5	\$1,280	\$1,305	\$1,338	\$1,363	\$1,396	\$1,420	\$1,445	\$1,478	\$1,503	\$1,536	\$1,561	\$1,594	\$1,619	\$1,652	\$1,676	

ONLY AVAILABLE IN FINISH BF104 RIVOLI GREY AND BF812 DARK BRINDLE

LEATHER			Leather							
Vendor Sku	Description	Dimensions WxDxH	52	53	54	55	56	57	58	
1508-2525	Ottoman Square w/Tray	26x26x19.5	\$1,280	\$1,346	\$1,420	\$1,495	\$1,561	\$1,635	\$1,701	
1508-3939	Ottoman Square w/Trays	40x40x19.5	\$1,561	\$1,635	\$1,701	\$1,775	\$1,850	\$1,916	\$1,990	
1508-5020	Ottoman Rectangle w/Trays	51x21x19.5	\$1,561	\$1,635	\$1,701	\$1,775	\$1,850	\$1,916	\$1,990	
1508-5030	Ottoman Rectangle w/Trays	51x31x19.5	\$1,561	\$1,635	\$1,701	\$1,775	\$1,850	\$1,916	\$1,990	
1508-6020	Ottoman Rectangle w/Trays	61x21x19.5	\$1,561	\$1,635	\$1,701	\$1,775	\$1,850	\$1,916	\$1,990	

ONLY AVAILABLE IN FINISH BF104 RIVOLI GREY AND BF812 DARK BRINDLE

**1510 Kara Cocktail Ottoman**

FABRIC			Fabric															
Vendor Sku	Description	Dimensions WxDxH	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	
1510-2525	Ottoman Square w/Tray	26x26x19.5	\$1,181	\$1,206	\$1,239	\$1,272	\$1,297	\$1,330	\$1,354	\$1,387	\$1,412	\$1,445	\$1,478	\$1,503	\$1,536	\$1,561	\$1,594	
1510-3939	Ottoman Square w/Trays	40x40x19.5	\$1,478	\$1,503	\$1,536	\$1,561	\$1,594	\$1,619	\$1,652	\$1,676	\$1,709	\$1,742	\$1,767	\$1,800	\$1,825	\$1,858	\$1,883	
1510-5020	Ottoman Rectangle w/Trays	51x21x19.5	\$1,478	\$1,503	\$1,536	\$1,561	\$1,594	\$1,619	\$1,652	\$1,676	\$1,709	\$1,742	\$1,767	\$1,800	\$1,825	\$1,858	\$1,883	
1510-5030	Ottoman Rectangle w/Trays	51x31x19.5	\$1,478	\$1,503	\$1,536	\$1,561	\$1,594	\$1,619	\$1,652	\$1,676	\$1,709	\$1,742	\$1,767	\$1,800	\$1,825	\$1,858	\$1,883	
1510-6020	Ottoman Rectangle w/Trays	61x21x19.5	\$1,478	\$1,503	\$1,536	\$1,561	\$1,594	\$1,619	\$1,652	\$1,676	\$1,709	\$1,742	\$1,767	\$1,800	\$1,825	\$1,858	\$1,883	

ONLY AVAILABLE IN FINISH BF104 RIVOLI GREY AND BF812 DARK BRINDLE

LEATHER			Leather							
Vendor Sku	Description	Dimensions WxDxH	52	53	54	55	56	57	58	
1510-2525	Ottoman Square w/Tray	26x26x19.5	\$1,478	\$1,544	\$1,619	\$1,693	\$1,767	\$1,842	\$1,916	
1510-3939	Ottoman Square w/Trays	40x40x19.5	\$1,767	\$1,842	\$1,916	\$1,990	\$2,065	\$2,139	\$2,213	
1510-5020	Ottoman Rectangle w/Trays	51x21x19.5	\$1,767	\$1,842	\$1,916	\$1,990	\$2,065	\$2,139	\$2,213	
1510-5030	Ottoman Rectangle w/Trays	51x31x19.5	\$1,767	\$1,842	\$1,916	\$1,990	\$2,065	\$2,139	\$2,213	
1510-6020	Ottoman Rectangle w/Trays	61x21x19.5	\$1,767	\$1,842	\$1,916	\$1,990	\$2,065	\$2,139	\$2,213	

ONLY AVAILABLE IN FINISH BF104 RIVOLI GREY AND BF812 DARK BRINDLE

**UPCHARGES FOR OTTOMANS**

Upcharge code	Description	
BISCTUFT	Biscuit Tufted top	\$149
TUFTED	Button Tufted top	\$149
ABNAIL, CHNAIL, FBNAIL, NKNAIL, OBNAIL	Nailhead trim	\$91