

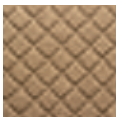
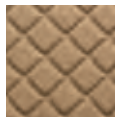







**SOFA OPTIONS + PRICING**

OPTIONS	PRICE
<b>Fabric Application Direction Change</b>	Refer to Policies, Terms & Standards Guide
Standard direction is noted on fabric swatch.	
Change standard application to run railroad or up the bolt	\$285
<b>Combination Fabrics/Contrasting Throw Pillows</b>	
When choosing two or more fabrics on a style, price the style using the highest grade of fabric selected. Exceptions include: multi-back pillows, throw pillows and contrast welt.	
<b>Multi-Back Pillows, Throw Pillows, Kidney Pillows &amp; Contrast Welt</b>	
These three areas may be contrasted in fabric grades 8 - 60	no charge
When these areas are contrasted in fabric grades 62 - 160	\$180 per pillow
For grades 162 and above, except when the style is priced at a higher grade	\$450 per pillow
<i>See Trim Options for contrast fabric and leather welt on page 26.</i>	
<b>Combination Leathers</b>	
Price each style in the leather grade selected: Kings Road, Grade A, Grade B, Grade C, Grade D, Grade - Specialty Leather. When choosing two or more leathers on a style, price the style using the highest grade of leather selected. If style includes: multi-back pillows or throw pillows, see chart below.	
<b>Multi-Back Pillows or Throw Pillows in Kings Road and Leather Grades A-D</b>	
<b>Leather Multi-Back or Throw Pillow</b> (if standard on leather style)	
Same Grade or Lower	no charge
Higher Grade than Style	\$180 per pillow
<b>Cushion and Back Pillow Options</b>	
Change to non-standard cushions or back pillows (per sofa).	
<b>Cushion Options</b>	
Majestic or Relaxed Down	no charge
Feather Lux*, Bliss Down, Bliss Spring Down	\$225
<i>*Feather Lux on styles standard with Relaxed Down</i>	no charge
<b>Back Pillow Options</b>	
Majestic or Feather Lux*	no charge
<i>*Feather Lux on styles standard with Majestic</i>	\$225
Bliss Comfort	\$225
Cushion configurations can be changed on most styles for a charge of \$225 per seat unit.	\$675
<i>For example, change a three-cushion style to have only two cushions or a single bench cushion. The number of standard cushions are listed for each style in the catalog and online at www.vanguardfurniture.com.</i>	
<b>Adding Leather Areas to a Fabric Style</b>	Refer to page 9

OPTIONS	PRICE																					
<b>Throw Pillow Options</b>	Refer to page 17																					
<b>Posh Pillows</b>	Refer to page 21																					
<b>Nail Bands</b>	Refer to page 23																					
Create your own nail band by selecting any Vanguard fabric or leather. Specify the band width, nail size and color, and nail spacing.																						
	<table border="1"> <thead> <tr> <th></th> <th>Sofa</th> <th>Extended Sofa</th> </tr> </thead> <tbody> <tr> <td>Fabric Nail Band</td> <td>\$135</td> <td>\$165</td> </tr> <tr> <td>Leather Nail Band</td> <td>\$225</td> <td>\$255</td> </tr> </tbody> </table>		Sofa	Extended Sofa	Fabric Nail Band	\$135	\$165	Leather Nail Band	\$225	\$255												
	Sofa	Extended Sofa																				
Fabric Nail Band	\$135	\$165																				
Leather Nail Band	\$225	\$255																				
Refer to page 27 for information on decorative gimp or band.																						
<b>Nail Trims</b>																						
	<table border="1"> <thead> <tr> <th></th> <th>Sofa</th> <th>Extended</th> </tr> </thead> <tbody> <tr> <td>Add Nail Trim (if applicable)</td> <td>\$270</td> <td>\$300</td> </tr> <tr> <td>Add Premium Nails</td> <td>\$420</td> <td>\$450</td> </tr> <tr> <td>Replace Standard Nails with Premium Nails</td> <td>\$150</td> <td>\$180</td> </tr> <tr> <td>Change Standard Nail Placement*</td> <td>\$120</td> <td>\$150</td> </tr> <tr> <td>Replace Nails with Welt or Remove Nails <i>Contact Account Relations Manager for a custom quote.</i></td> <td>Custom Quote</td> <td>Custom Quote</td> </tr> <tr> <td>Greek Key on W192-S (arm panels only)</td> <td>\$75</td> <td>N/A</td> </tr> </tbody> </table>		Sofa	Extended	Add Nail Trim (if applicable)	\$270	\$300	Add Premium Nails	\$420	\$450	Replace Standard Nails with Premium Nails	\$150	\$180	Change Standard Nail Placement*	\$120	\$150	Replace Nails with Welt or Remove Nails <i>Contact Account Relations Manager for a custom quote.</i>	Custom Quote	Custom Quote	Greek Key on W192-S (arm panels only)	\$75	N/A
	Sofa	Extended																				
Add Nail Trim (if applicable)	\$270	\$300																				
Add Premium Nails	\$420	\$450																				
Replace Standard Nails with Premium Nails	\$150	\$180																				
Change Standard Nail Placement*	\$120	\$150																				
Replace Nails with Welt or Remove Nails <i>Contact Account Relations Manager for a custom quote.</i>	Custom Quote	Custom Quote																				
Greek Key on W192-S (arm panels only)	\$75	N/A																				
<b>If adding band/trim under nails, both charges must be applied.</b>																						
<i>*Additional charges may apply if the frame needs adjustments to allow for non-standard nail placement. Contact your account relations representative for upcharge.</i>																						
<b>Finish Class Upcharges (Exposed Wood)</b>																						
Finish upcharges are determined by the amount of wood that will be finished. There are three classes of pricing: 1) Exposed Wood Feet/Legs, 2) Exposed Wood Base, 3) Exposed Wood Frame.																						
																						
<b>Feet/Legs Example</b>	<b>Base Example</b>																					
<b>Feet/Legs:</b> Standard Paint, Stain or Metallic Paint	no charge																					
<b>Feet/Legs:</b> Artisan or Make It Yours	\$150																					
<b>Feet/Legs:</b> Premium Leaf/Custom Embellishment	\$225																					
<b>Base:</b> Standard Paint, Stain or Metallic Paint	no charge																					
<b>Base:</b> Artisan or Make It Yours	\$300																					
<b>Base:</b> Premium Leaf/Custom Embellishment	\$450																					
<b>Frame:</b> Standard Paint, Stain or Metallic Paint	no charge																					
<b>Frame:</b> Artisan or Make It Yours	\$450																					
<b>Frame:</b> Premium Leaf/Custom Embellishment	\$600																					
<b>Welt and Seam Options</b>	Refer to page 24																					

## SOFA OPTIONS + PRICING

OPTIONS	PRICE
Change the standard welt or seam option:	
Sofa (fabric or leather)	\$300
Throw Pillow (fabric or leather)	\$45
Contrast Welt	Refer to page 26
<i>Some exclusions apply, please contact your Account Representative.</i>	
<b>Casters, Ferrules, Hardware</b> Refer to page 25	
Casters, ferrules and decorative hardware are standard on items as indicated with each style.	
<b>Caster Example    Ferrule Example</b> 	
<b>Quilting Options</b>	
Add a Box, Diamond, Horizontal Channel or Vertical Channel Quilt to plain, non-tufted areas as indicated below.	
   	
Box Quilt (4")	Diamond Quilt (2")
Diamond Quilt (4")	Horizontal Channel Quilt (2")
  	
Horizontal Channel Quilt (4")	Vertical Channel Quilt (2")
Vertical Channel Quilt (4")	
<b>Area</b>	
Outside (includes outarms and outback)	\$600
Seats: Top of Cushion or Tight Seat	\$300
Seats: Seat Cushion Border	\$300
Backs: Front of Back Pillow or Tight Back	\$300
Backs: Back Pillow Border	\$300
Inarms (per arm)	\$105
Seat Deck	\$300
Front Border	\$225
Pillows: Multi-Back, Throws, Kidneys or Bolsters (per side)	\$105
<b>Self Decking &amp; Arm Caps</b>	
Self-decking is available on fabric loose-seat cushion styles.	
Fabric Grade 8 - 46	\$180
Fabric Grade 48 - 78	\$300
Fabric Grade 80 - Above	\$435
COM Fabric (add 3 yards to total fabric requirement)	no charge
Arm Caps (per set) (optional on most fully-upholstered pieces)	\$75
<b>Decorative Trims</b> Refer to page 26	

OPTIONS	PRICE																
<b>Diamond Buttons (3/4" Diameter)</b>																	
 Apply to any style that is tufted or is produced standard with buttons.	\$300																
<b>Leather Buttons</b>																	
Replace fabric buttons with leather buttons on tufted styles or styles that come standard with fabric buttons.	\$300																
<b>Skirt Bands</b>																	
May be added to skirted styles in 2", 4" or 6" sizes.																	
																	
<table border="1" style="width: 100%; text-align: center;"> <thead> <tr> <th>Fabric</th> <th>Sofa/Corner Sofa</th> <th>Angle/Extended Sofa</th> </tr> </thead> <tbody> <tr> <td>COM</td> <td>\$225</td> <td>\$255</td> </tr> <tr> <td>Grade 8 - 42</td> <td>\$315</td> <td>\$345</td> </tr> <tr> <td>Grade 44 - 78</td> <td>\$465</td> <td>\$510</td> </tr> <tr> <td>Grade 80 - Above</td> <td>\$630</td> <td>\$675</td> </tr> </tbody> </table>			Fabric	Sofa/Corner Sofa	Angle/Extended Sofa	COM	\$225	\$255	Grade 8 - 42	\$315	\$345	Grade 44 - 78	\$465	\$510	Grade 80 - Above	\$630	\$675
Fabric	Sofa/Corner Sofa	Angle/Extended Sofa															
COM	\$225	\$255															
Grade 8 - 42	\$315	\$345															
Grade 44 - 78	\$465	\$510															
Grade 80 - Above	\$630	\$675															
Contrasting corner block in any fabric, \$15 per pleat.																	
<b>Pillow Application</b>																	
<b>Window Pane</b>																	
 Contrasting 1-1/2" fabric bands in any fabric can be applied to any throw pillow or back pillow.																	
Throw Pillow or Multi-Back Pillow (per side, per pillow) (one side)		\$120															
Back Pillow (per side, per pillow) (one side)		\$135															
<b>Mitered Pillow</b>																	
Mitered Pillows (multi-back, kidney, or throw) (per side, per pillow) (one side)		\$120															
<b>Sleep Sofas</b> Refer to the Policies, Terms & Standards Guide																	
Standard PlushLux Mattress		no charge															
<b>Upgrade Mattresses</b>																	
Full (52"x72"), Mid-Sofa (52"x72"), Queen (60"x72")																	
Optional Air Dream Mattress		\$585															
Optional Air Dream Ultra Mattress		\$675															
<b>For Replacement Mattress Information</b>																	
Refer to page 60 for prices and to the Policies, Terms & Standards Guide for descriptions and details.																	