



LUONTO
FINE FUNCTIONAL FURNITURE



**Complimentary
for Authorized Retailers**

Gallery Support

Your gallery design is important. It helps your customers navigate your store easily and find information quickly. With our support material, we intent to help you outfit your Point of Purchase area with the best tools to effectively support our furniture on your gallery floor.



Small Sign

Wall Mounted (Includes Hardware)

We recommend a small sign when your Luonto floor placings are near a wall, but the wall is small. This 3/4" birch plywood sign is made with the same plywood we use in our furniture.

Engraved black Luonto stamp logo with "Handmade in Finland, Since 1964" engraved into the face of the board. Hangs on a wall mounted slat.

\$154
LUONTO LOGO 100X100

SMALL SIGN - WALL MOUNTED

Width: 39 in/100 cm
Height: 39 in/100 cm
Depth from Wall: 1.75 in/4.5 cm

Rules: Limit 1 sign per gallery. Must be wall mounted and no more than 6 feet from your Luonto Furniture Floor Placements.



Large Sign

Wall Mounted (Includes Hardware)

We recommend a large sign when your Luonto floor placings are near a wall, and the wall is large. This 3/4" birch plywood sign is made with the same plywood we use in our furniture.

Engraved black Luonto logo with "Fine Functional Furniture" tagline engraved into the face of the board. Hangs on a wall mounted slat.

\$280
LUONTO LOGO 90X200

LARGE SIGN - WALL MOUNTED

Width:79 in/200 cm
Height:35.5 in/90 cm
Depth from Wall:1.75 in/4.5 cm

Rules: Limit 1 sign per gallery. Must be wall mounted and no more than 6 feet from your Luonto Furniture Floor Placements.



Includes a box of 25 complete collection catalogs. Request additional quantity of catalogs if necessary.

Catalog Stand

On Floor (Includes Hardware)

We understand catalogs are important sales tools. This Luonto branded black metal stand works great to display our catalogs on your floor.

Solid metal construction with gloss black enamel finish, this sign includes all hardware (spacer winged bolts with clear acrylic facing) so the catalog is in view and accessible.

\$43
STAND-BLACK

CATALOG STAND - FLOOR PLACEMENT

Width:11 in/27 cm
Height: 43 in/110 cm
Depth: 12 in/30 cm

Rules: Limit 1 catalog stand per gallery. Must be accessible on your floor and no more than 4 feet from your Luonto Furniture Floor Placements.



Wall Decals

By Request, Function/Frame

Luonto Furniture is interactive. Our Sleepers are often mistaken for standard sofas. It is imperative for your customer to be informed of the function. Based on our testing, our Wall Decals catch customers' attention and inquire more about the specific sofa function.

Repositionable vinyl wall decal. Sticks to wall.

\$70
WALL-DECAL-(CHOOSE: FUNCTION/FRAME)

WALL DECALS - STICKS TO WALL

Width:12 in/30.5 cm
Height:48 in/122 cm

Rules: Limit 1 wall decal per frame function type. Must be no more than 3 feet from your Luonto Furniture Floor Placements. If no walls are nearby, special requests can be made.



LUONTO
FINE FUNCTIONAL FURNITURE



Flex

Full XL



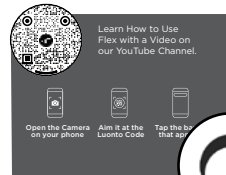
Getting its name by how the dual sleeper nests a portion of the mattress perfectly below the seat and tucking another portion effortlessly in the back of the frame. A combination that does not compromise on style or comfort whether seated or sleeping.

Product Dimensions

| | | |
|--------------------------------|--------------------------------------|----------------------------------|
| SECTIONAL SLEEPER | | Chaise Depth: _____ 62 in/158 cm |
| Width: _____ 91 in/231 cm | Bed Size: _____ Full XL | |
| Depth: _____ 40 in/101 cm | Bed Width: _____ 55 in/140 cm | |
| Height: _____ 32.5 in/82 cm | Bed Length: _____ 80 in/203 cm | |
| Arm Height: _____ 25 in/63 cm | Total Depth(from Wall): 85 in/215 cm | |
| Seat Height: _____ 18 in/45 cm | Leg Height: _____ 4 in/9 cm | |
| Arm Width: _____ 6 in/16 cm | | |

- 1 Remove the back cushions. Set aside
- 2 With one hand grab the handle near the seat back.
- 3 Using the other hand grab front of seat and lift
- 4 Lifting forward, lower the seat to the floor
- 5 Fold down the seat back panel. Repeat for all the other seats

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See our Complete Collection at [luontofurniture.com](#)



Posters

Wall Mounted/Hanging

We know galleries come in all shapes and sizes. If in the event you simply don't have enough room to add all the frames you wish, we want you to be able to display the frame information.

Posters are a great way to display extra frame details, even if you don't have them on your floor! Available single-sided, or reversible. Note: for two-sided posters, front and back are same.

\$38*
POSTER-(CHOOSE: FRAME)

LARGE SIGN - WALL MOUNTED

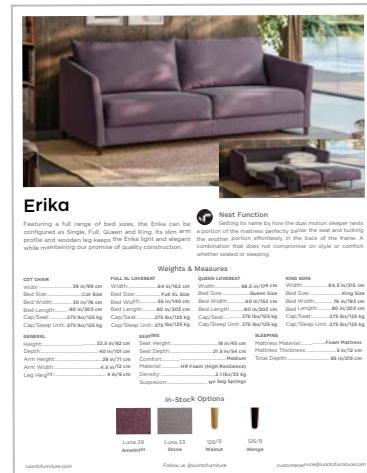
Width:18 in/46 cm
Height:24 in/61 cm

* Two-sided +\$20

Rules: Limit 1 sign per gallery. Must be wall mounted or hanging and no more than 6 feet from your Luonto Furniture Floor Placements.

Frame Support

Now that you have some of our furniture on your gallery floor, let's support them with all the right supplies and materials. The following pages offer all the tools to strategically place information around our floor placements.



All Luonto Product Sheets are available at our Customer Resource Dashboard Website. wiki.luontofurniture.com

Product Stand

On Floor (Includes Hardware)

Knowing content is king on your showroom floor, this stand is designed to house a powerful product sheet that includes just about everything there is to know about a frame.

From all the dimension, to foam specifications, even suspension details are listed. At the bottom, you'll find all the stock options if the item is in our In-Stock Program.

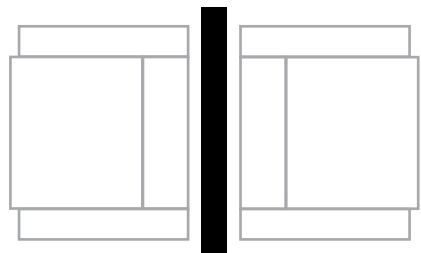
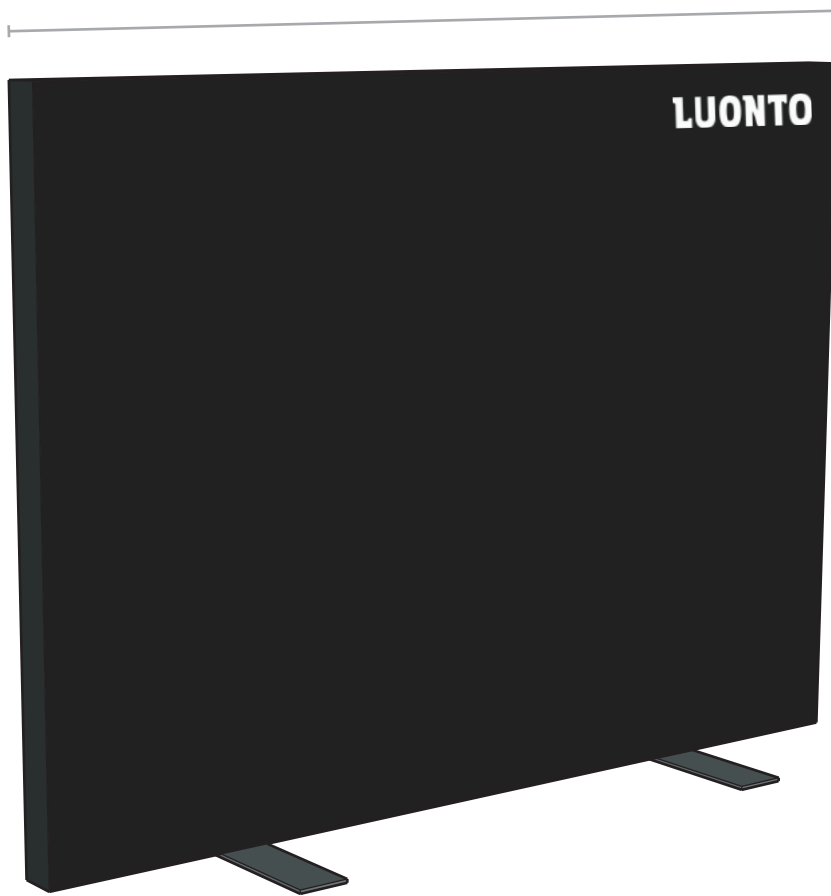
\$43
STAND-BLACK

PRODUCT STAND - FLOOR PLACEMENT

Width:11 in/27 cm
 Height: 43 in/110 cm
 Depth:12 in/30 cm

Rules: Limit 1 product stand per floor model. Must be accessible on your floor and no more than 2 feet from its respective Floor Placement.

Perfect width for chairs (sleeper or stationary)



Overhead view (Preview Diagram)

Small Wall

On Floor (Includes Hardware)

We're big on quality, and we believe quality presentation makes a big difference for the sale. Our divider walls offer a clean and organized method of floor model layout.

A "Small Wall" is best paired with a chair sized sleeper or stationary frame. **Preferred with functions: Nest, Hybrid, Level.**

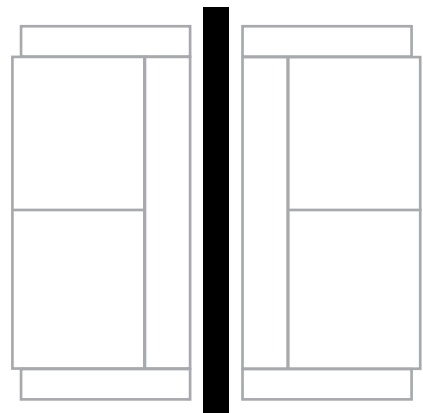
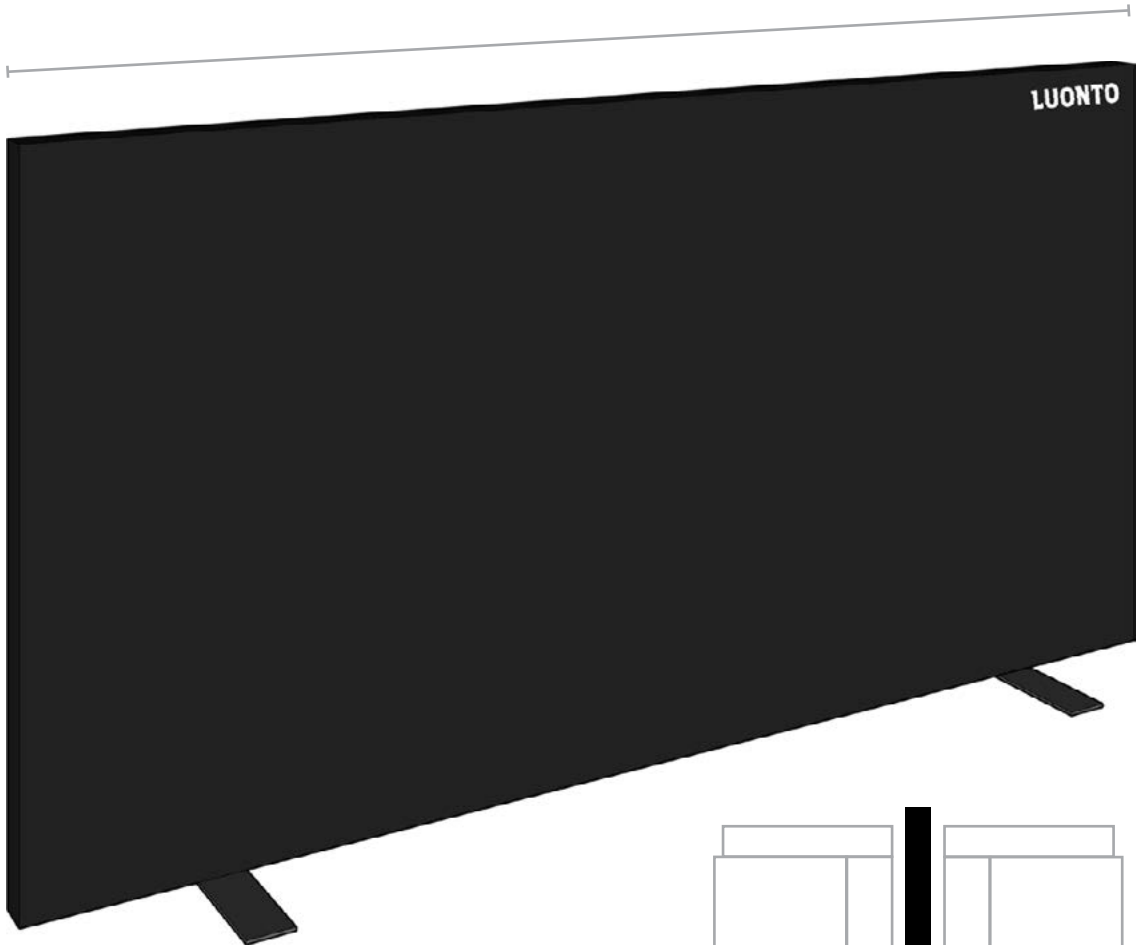
| |
|--|
| <p>\$219</p> <p>LUONTO BLACK DIVIDER WALL SMALL</p> |
|--|

DIVIDER WALL - FLOOR PLACEMENT

Width: 51.25 in/130 cm
 Height: 39.75 in/101 cm
 Depth: 2.25 in/6 cm

Rules: Limit 1 Small Wall per 2 compatible floor models. Refer to above overhead view diagram for installation reference.

Perfect width for loveseat (sleeper or stationary)



Overhead view (Preview Diagram)

Large Wall

On Floor (Includes Hardware)

We're big on quality, and we believe quality presentation makes a big difference for the sale. Our divider walls offer a clean and organized method of floor model layout.

A "Large Wall" is best paired with a loveseat sized sleeper or stationary frame. **Preferred with Full XL or Queen sleepers with Nest, Hybrid, Level, or Easy Functions.**

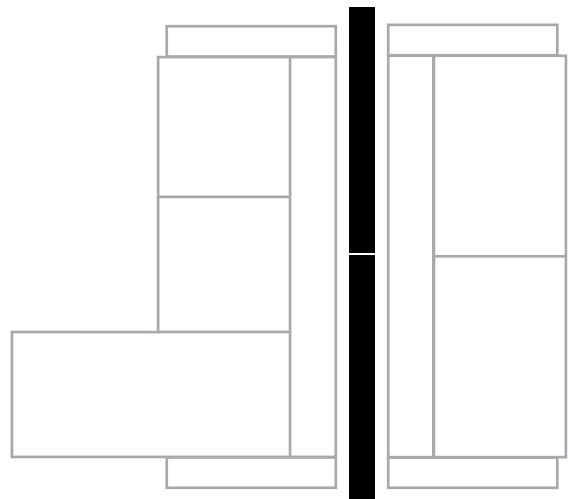
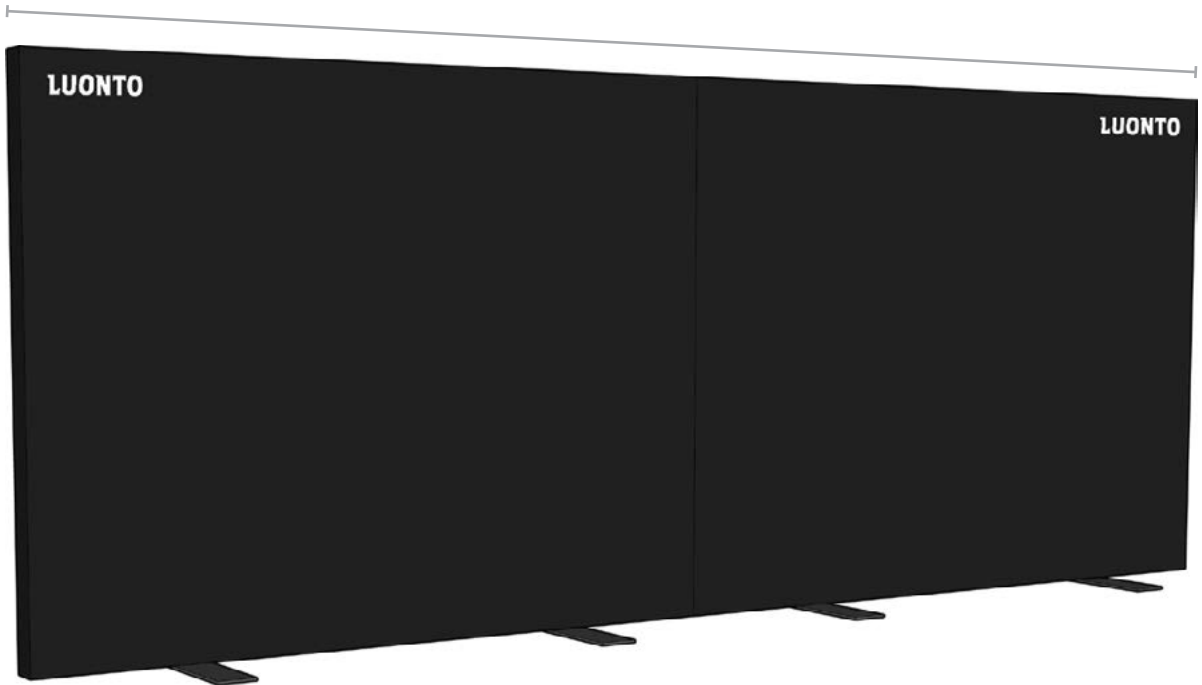
| |
|--|
| <p>\$248</p> <p>LUONTO BLACK DIVIDER WALL LARGE</p> |
|--|

DIVIDER WALL - FLOOR PLACEMENT

Width:78.75 in/200 cm
 Height:39.75 in/101 cm
 Depth:2.25 in/6 cm

Rules: Limit 1 Large Wall per 2 compatible floor models. Refer to above overhead view diagram for installation reference.

Perfect width for Sofa / Sectional (sleeper or stationary)



Overhead view (Preview Diagram)

x2 Small Wall

On Floor (Includes Hardware)

We're big on quality, and we believe quality presentation makes a big difference for the sale. Our divider walls offer a clean and organized method of floor model layout.

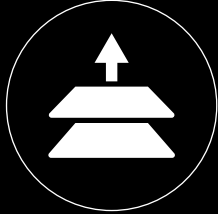
A "x2 Small Wall" is best paired with a sofa or sectional sized sleeper or stationary frame. Preferred with King Sleepers (Nest, Hybrid, Level), or Sectionals or Easy Deluxe Sleepers.

| |
|--|
| <p>\$438</p> <p>LUONTO BLACK DIVIDER WALL SMALL : QTY 2</p> |
|--|

DIVIDER WALL - FLOOR PLACEMENT

Width:102.5 in/400 cm
 Height:39.75 in/101 cm
 Depth:2.25 in/6 cm

Rules: Limit 1 x2 Small Walls per 2 compatible floor models. Refer to above overhead view diagram for installation reference.



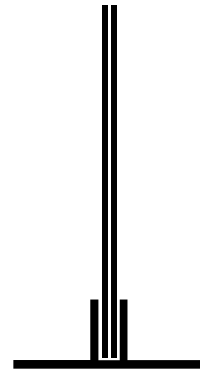
Bunk Bed Function

1. Lift upward from the front panel, then up and away
2. Pull the appearing bed frame forward.
3. Unclip the ladder at red clip and swivel to the floor
4. Open the hinging header and footer panels
5. Unbuckle rail cover and slip into place

Available Bed Sizes: 2 Cots



Top view (Preview Diagram)



Side view (Preview Diagram)

Wall Topper

Requires Divider Wall

All galleries are different, requiring different applications to support the floor models. For galleries with limited or no nearby wall space, we've designed these wall toppers to be used in conjunction with our divider walls to support the frames on either side of the wall.

Holds up to 2 function cards, each facing outward toward the respective frame.

\$2

LUONTO WALL TOPPER (1 CLIP / 2 SIGNS)

WALL TOPPER – MOUNT + FUNCTION CARD

Width: 9.5 in/24 cm

Height: 3.25 in/8cm

Depth: 1 in/2.5 cm

Rules: Limit 1 mounting clip per divider wall. Select all the cards required to support your floor models. Refer to above diagrams for installation reference.



Stop! Sleeper

Fabric Decal (Apply to Cushion)

With many of our sleeper designs, it is difficult to identify them as sleepers by the look of them in the closed position. We created these “Sleeper” Stop Sign decals to call attention to your Luonto Floor models.

Simply select whichever color works for your gallery, and stick one decal on the back cushion of any of our sleeper frames.

\$10
STOP-SLEEPER-(BLACK)

STOP! SLEEPER DECAL – APPLY TO UPHOLSTERY

Width: 6 in/15 cm
Height: 6 in/15 cm

Rules: Limit 1 decal per Luonto sleeper floor model. This decal uses temporary adhesive that is compatible with upholstery. CAUTION: AVOID USE IN DIRECT SUNLIGHT. UV EXPOSURE CAN EFFECT DECAL ADHESIVE, CAUSING DAMAGE TO UPHOLSTERY.



Luonto Furniture

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Elevate Bunk Bed Sofa Sleeper

83,474 views • 3 years ago

The Best Sleeper In The World

Models



10

Elevate

Luonto Furniture

VIEW FULL PLAYLIST



17

Erika

Luonto Furniture

VIEW FULL PLAYLIST



14

Fantasy

Luonto Furniture

VIEW FULL PLAYLIST



3

Flex

Luonto Furniture

VIEW FULL PLAYLIST



13

Flipper

Luonto Furniture

VIEW FULL PLAYLIST

In-Stock Program ▶ PLAY ALL



Product Media

Compatible with Your Smart TVs

If you have Smart TVs set up in your gallery, we want to make sure you know you can take advantage of our video content.

Available from our YouTube Channel, you have access to hours of organized content to make your showings seamless. Select our In-Stock Program Playlist, limiting videos to our Stock Program. There is much more to explore.

FREE

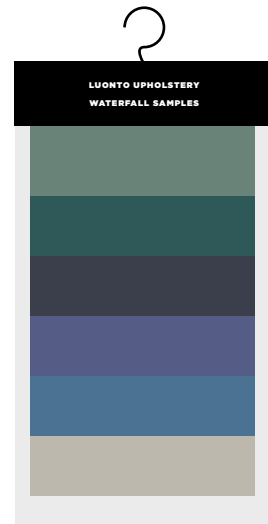
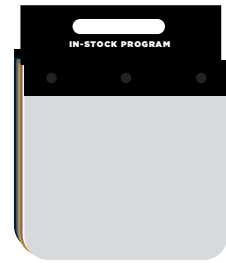
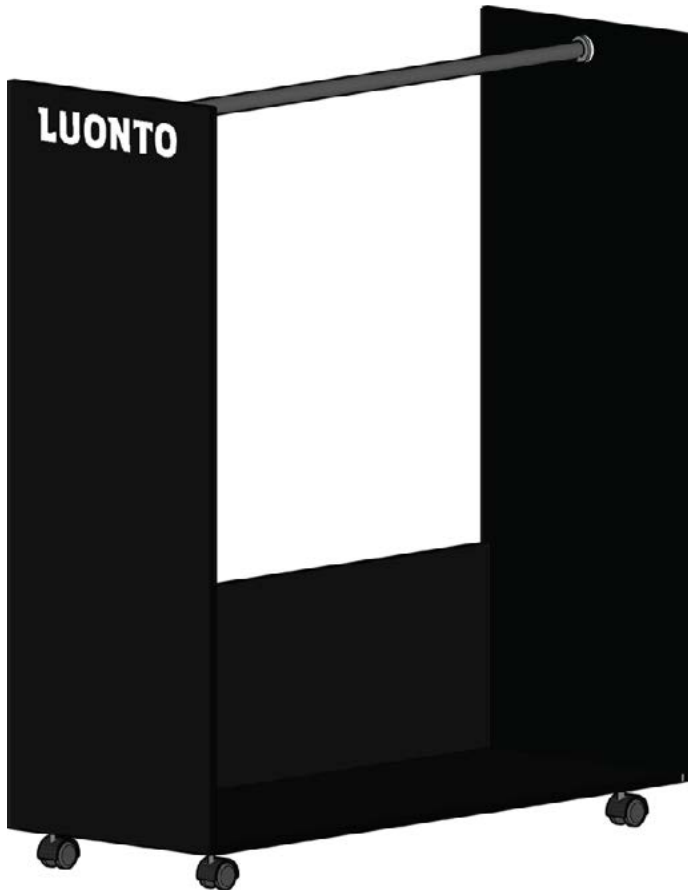


www.youtube.com/luontofurniture

Our Youtube Channel content is available for your usage. Organized into playlists by frame, program, or functions. All free to stream.

Upholstery Support

The final touches for your Luonto Furniture showroom space is all the material to help sell from our Made To Order Program. From Fabric to Leather, our sample swatches help you confidently make selections to build the ultimate designs for your customers.



Upholstery Rack

On Floor (Includes Hardware)

Order an Upholstery Rack to have a specialized location to store all your Luonto Furniture Upholstery Handles. Whether for our In-Stock Program, or our Made to Order Collection, this branded Luonto rack can house it all!

Perfect for storing extra catalogs on the lower shelf too. Comes with all collection Waterfall Samples and In-Stock and Leather Handles.

\$360
FABRIC RACK BLACK

UPHOLSTERY RACK - FLOOR PLACEMENT

Width:11 in/27 cm
 Height: 43 in/110 cm
 Depth: 12 in/30 cm

Rules: Limit 1 Upholstery Rack per gallery. Must be accessible on your floor and no more than 10 feet from the Luonto Floor Placements.



Prescott Grade

Leather Sample Book (5000+10%)

Our Prescott Collection includes 105 specialty colors of Italian Top Grain Leather. Our Prescott Grade Leather is available on any of our Made To Order frames.

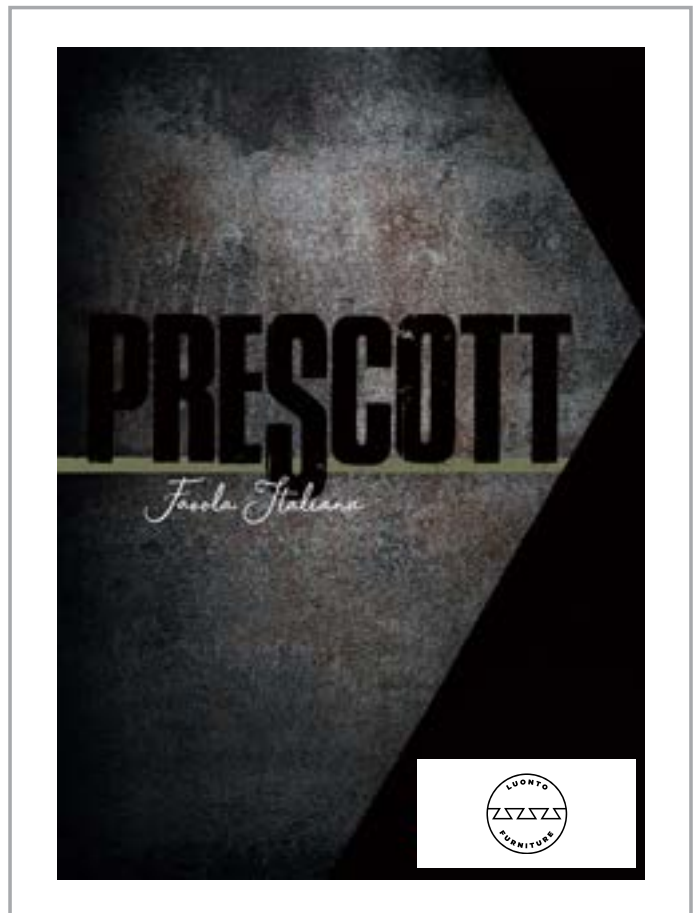
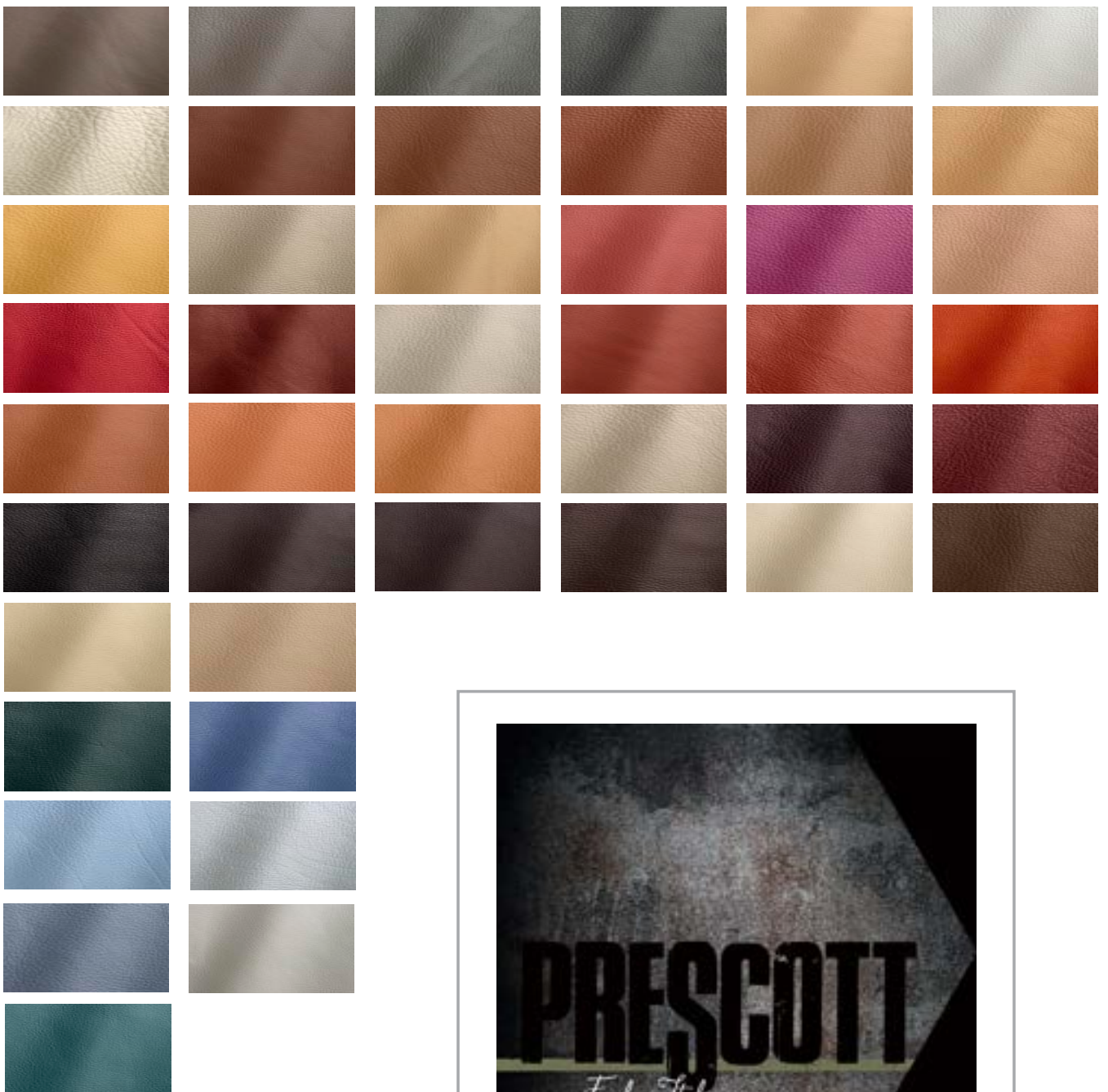
Note: Due to the luxurious nature of these leather types, Prescott Collection samples are only able to be ordered as a booklet, larger or individual swatches are not available.

\$50
PRES-LEAT-SAMP-MAP

PRESCOTT GRADE LEATHER COLLECTION

Width:8.5 in/21.5 cm
 Height:11.75 in/30 cm
 Depth:375 in/1 cm

Rules: Limit 1 Prescott Grade Leather Samples per gallery. Must be accessible to your sales team on your floor.



**INCLUDES 105 Leather
Color Swatches**

Catalogs & Price Lists

The meat and potatoes of any sale are catalogs and price lists. We know in today's age, there are many tools we can take advantage of to more efficiently use this kind of data.

And so, we have taken progressive action to blend the digital with the hard copies. From interactive tools throughout the printed catalog offering dynamic rich information to be easily accessible, to a fully dynamic digital edition of our catalogs enabling link sharing or downloading for offline use.

We think this combination of media will help empower all our customers to use our content in their best way.



Complete Collection

Printed Catalog (No Pricing)

Our Complete Collection catalog offers our full year's line up of our best and most relevant and compelling designs. Each year we curate a balanced collection of sleeper and stationary styles, delivering fine functional furniture to our customers. This collection is the best summary of who we are as Luonto Furniture.

\$12/each
CATALOG-COMP

UPHOLSTERY RACK - FLOOR PLACEMENT

Width:7.5 in/19 cm
 Height:10.25 in/29 cm
 Depth:3.75 in/1 cm

Rules: Complete Collection catalogs must be publicly accessible in the gallery. No more than 3 feet from the Luonto Floor Placements.



In-Stock Cost

Printed Catalog (FCA Charleston)

Our In-Stock Program consists of our best selling and most popular styles. Each year we introduce new frames based on our customer feedback, and retire slower moving inventory to make room for new exciting designs.

These booklets include pricing for each In-Stock variety, with all the specifications and details required to support your team on the floor.

| |
|---|
| <p>\$10/each CATALOG-FCA</p> |
|---|

IN-STOCK FCA CHARLESTON – COST

Width:7.5 in/19 cm
Height:10.25 in/29 cm
Depth:3.75 in/1 cm

Rules: In-Stock catalogs must be used to your discretion. FCA Charleston books are not to be shared with the end-consumer as they include wholesale prices. Note: Red signals “STOP”

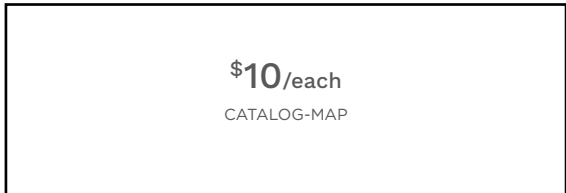


In-Stock MAP

Printed Catalog (Minimum Ad Price)

Our In-Stock Program consists of our best selling and most popular styles. Each year we introduce new frames based on our customer feedback, and retire slower moving inventory to make room for new exciting designs.

These booklets include pricing for each In-Stock variety, with all the specifications and details required to support your team on the floor.



IN-STOCK MINIMUM AD PRICE – MAP

Width:7.5 in/19 cm
Height:10.25 in/29 cm
Depth:3.75 in/1 cm

Rules: In-Stock catalogs must be used to your discretion. MAP offers a 2.3x mark-up on FCA Charleston pricing.



In-Stock MSRP

Printed Catalog (Suggested Retail)

Our In-Stock Program consists of our best selling and most popular styles. Each year we introduce new frames based on our customer feedback, and retire slower moving inventory to make room for new exciting designs.

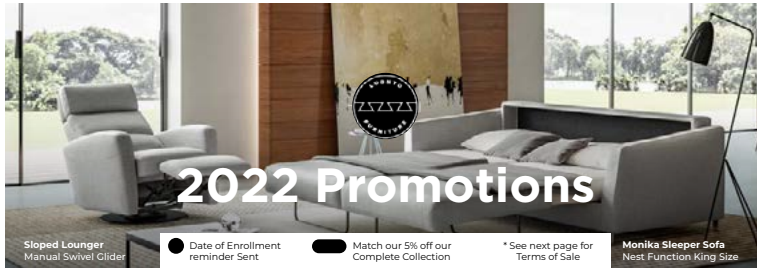
These booklets include pricing for each In-Stock variety, with all the specifications and details required to support your team on the floor.

| |
|--|
| <p>\$10/each CATALOG-MSRP</p> |
|--|

IN-STOCK SUGGESTED RETAIL – MSRP

Width:7.5 in/19 cm
Height:10.25 in/29 cm
Depth:3.75 in/1 cm

Rules: In-Stock catalogs must be used to your discretion. MSRP offers a 3.3x mark-up on FCA Charleston pricing.



| JANUARY | | | | | | | FEBRUARY <small>President's Day Sale</small> | | | | | | | MARCH | | | | | | |
|---------|----|----|----|----|----|----|---|----|----|----|----|----|----|-------|----|----|----|----|----|----|
| S | M | T | W | T | F | S | S | M | T | W | T | F | S | S | M | T | W | T | F | S |
| | | | | | | 1 | | | 1 | 2 | 3 | 4 | 5 | | | 1 | 2 | 3 | 4 | 5 |
| 2 | 3 | 4 | 5 | 6 | 7 | 8 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 6 | 7 | 8 | 9 | 10 | 11 | 12 |
| 9 | 10 | 11 | 12 | 13 | 14 | 15 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 13 | 14 | 15 | 16 | 17 | 18 | 19 |
| 16 | 17 | 18 | 19 | 20 | 21 | 22 | 20 | 21 | 22 | 23 | 24 | 25 | 26 | 20 | 21 | 22 | 23 | 24 | 25 | 26 |
| 23 | 24 | 25 | 26 | 27 | 28 | 29 | 27 | 28 | | | | | | 27 | 28 | 29 | 30 | 31 | | |

VISIT WIKI.LUONTOFURNITURE.COM

| JULY | | | | | | | AUGUST | | | | | | | SEPTEMBER <small>Labor Day Sale</small> | | | | | | | | |
|---------|----|----|----|----|----|-----|--|----|----|----|----|----|----|--|----|----|----|----|----|----|---|---|
| S | M | T | W | T | F | S | S | M | T | W | T | F | S | S | M | T | W | T | F | S | | |
| | | | | | | 1 2 | | | 1 | 2 | 3 | 4 | 5 | 6 | | | | | | 1 | 2 | 3 |
| 3 | 4 | 5 | 6 | 7 | 8 | 9 | 7 | 8 | 9 | 10 | 11 | 12 | 13 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | | |
| 10 | 11 | 12 | 13 | 14 | 15 | 16 | 14 | 15 | 16 | 17 | 18 | 19 | 20 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | | |
| 17 | 18 | 19 | 20 | 21 | 22 | 23 | 21 | 22 | 23 | 24 | 25 | 26 | 27 | 18 | 19 | 20 | 21 | 22 | 23 | 24 | | |
| 24 | 25 | 26 | 27 | 28 | 29 | 30 | 28 | 29 | 30 | 31 | | | | 25 | 26 | 27 | 28 | 29 | 30 | | | |
| 31 | | | | | | | | | | | | | | | | | | | | | | |
| OCTOBER | | | | | | | NOVEMBER <small>Black Friday Sale</small> | | | | | | | DECEMBER | | | | | | | | |
| S | M | T | W | T | F | S | S | M | T | W | T | F | S | S | M | T | W | T | F | S | | |
| | | | | | | 1 | | | 1 | 2 | 3 | 4 | 5 | | | | | | 1 | 2 | 3 | |
| 2 | 3 | 4 | 5 | 6 | 7 | 8 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | | |
| 9 | 10 | 11 | 12 | 13 | 14 | 15 | 13 | 14 | 15 | 16 | 17 | 18 | 19 | 11 | 12 | 13 | 14 | 15 | 16 | 17 | | |
| 16 | 17 | 18 | 19 | 20 | 21 | 22 | 20 | 21 | 22 | 23 | 24 | 25 | 26 | 18 | 19 | 20 | 21 | 22 | 23 | 24 | | |
| 23 | 24 | 25 | 26 | 27 | 28 | 29 | 27 | 28 | 29 | 30 | | | | 25 | 26 | 27 | 28 | 29 | 30 | 31 | | |
| 30 | 31 | | | | | | | | | | | | | | | | | | | | | |

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Promotions

Scheduled Luonto Sales

Each year we promote several sales where we offer a 5% match for specific items in our collection. Any of our Retailers can participate. And we encourage matching our 5% to offer 10% to the consumer.

All details for the Promotional Calendar are digitally available at wiki.luontofurniture.com and ahead of each sale will be a required

Requires Enrollment
LUONTO PROMOTIONAL CALENDAR

enrollment form, which helps us know what frames you have on your floor at that time and provides us with critical contacts for your store.

Once you submit the form, you will receive the current Promotional Code for the upcoming sale, to be included on any valid Purchase Orders.

Configure Your Order

Make ordering from a Luonto Authorized Retailer effortless. Use the process below to decide exactly what you want. Spend less time shopping and more time relaxing on your new Luonto Furniture!

- 1 Select a Category**
Are you seeking a Functional, Modular, Stationary, or Dining Design
- 2 Select a Design**
Pick the design you like. For example, the “Monika” design
- 3 Select a Style**
Every design is available in specific styles. “Monika” is available in Chair, Small Loveseat, Large Loveseat and Sofa
- 4 Select Upholstery and Color**
Select from available In-Stock Upholstery options or choose your Upholstery and color for a design Made to Order
- 5 Select a Leg and Color**
Each design is compatible with specific leg styles. Each leg style has specific colors. Choose from In-stock options or choose your Leg Style and Color for a design Made to Order
- 6 Select Accessories**
Add Decoration Pillows, a USB Charger, Ottomans, Headrests, or a Mattress Protector to your order to make your design more you!



Locate an Authorized Retailer



FINLAND FACTS

the land of a thousand lakes

Capital : Helsinki

Population : 5.5 Million

Currency : Euro (€)

Area : 130.5 sq mi (2x Florida State)

Lakes : Over 188,000

Land : 70% Forests, 10% Lakes

Finland one of the largest producer of timber products in Europe. Forestry here is managed sustainably in order to preserve the health of the earth and our environment.

LUONTO WARRANTY

The exclusive Luonto Furniture Inc. warranty becomes effective upon the delivery date of furniture and is non-transferable. Luonto Furniture Inc. will repair or replace at our discretion any piece of furniture that is defective in material or workmanship under the terms and conditions outlined here. If Luonto Furniture Inc. determines that a repair is impractical, you will be furnished a substitute of the same or similar color, design, and quality.

THE REPAIR OR REPLACEMENT OF DEFECTIVE GOODS CONSTITUTES LUONTO FURNITURE INC. ENTIRE OBLIGATION. THERE ARE NO OTHER WARRANTIES, EXPRESSED OR IMPLIED, INCLUDING ANY WARRANTY OR MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE.

Please register your purchase at www.luontowarranty.com

How to proceed if you observe a defect:

First and foremost, should you notice a manufacturing defect, it is important that you promptly notify the Authorized Retailer where your purchase was made. If it is impossible or impractical to notify your local retailer, please submit your claim to Luonto Furniture Inc. Customer Services. To exercise your rights under this warrant, you must submit the original sales receipt and delivery ticket when making a claim.

For your convenience, there is a Toll Free number: (888) 255 2951 ext 3 or email: customerservice@luontofurniture.com

| CATEGORY | Period | COVERED COMMENT |
|--|----------------------|--|
| Frames & Springs | 10 Years | ¹ Warranted against loss of resilience under normal conditions. All cushions and pillows will naturally soften with normal use. This is not a material or manufacturing defect. |
| Mechanisms | 2 Years | |
| Cushion Cores, Pillow Inserts, Back Cushions, Back Pillows and Padding | 2 Years ¹ | Warranty does not cover any normal softening of cushion core, flattening of a fiber top or loss of loft. |
| Sleeper Mechanisms | 2 Years | ² Warranted against seam slippage, fraying, and dye transfer. Except where intrinsic to natural characteristics of fabric (i.e., velvets, silks), warranted against nap loss and marking. All COM (customer's Own Material) and merchandise subject to after-market protective treatments are excluded from warranty. |
| Sleeper Mattresses | 1 Year | |
| Electrical Components, Motors, and Controls | 1 Year | ³ Warranted against splitting, seam slippage, and dye transfer. Nature's own characteristics such as wrinkling, marking and variations in grain or color are not covered. |
| Covering Fabric | 1 Year ² | |
| Covering Leather | 1 Year ³ | |



Timo Viitala, Chairman Of The Board
Pohjanmaan Kaluste LTD.

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