



ASPIRE RAPHAEL CUSTOM UPHOLSTERY RELEASE!

We're excited to offer customised fabric options for Aspire Raphael Lift Recliners! On top of the stocked fabric options (Bronze, Nordic Stone and Marina Grey), customers can now choose from **over 70 different additional custom fabric and colour options!**

PRODUCT FEATURES

4x Upholstery Ranges to choose from:

- o **Leather (La Casa):** Exudes a luxurious soft glove-like texture. Leather is breathable and quickly assumes room and body temperature, thus eliminating extreme heat and cold.
- o **Healthcare Vinyl (Lustrell Ranger):** Powdery-like texture. Anti-microbial and anti-bacterial to assist with infection control and hygiene. This range is also great for users who eat and drink in the chair.
- o **Micro Suede (Eastwood):** Similar to our existing Bronze Micro Suede. Easy to spot clean, durable and gentle on skin.
- o **Soft Touch Fabric (Mazza Manisa):** Soft velvet-like texture, available in a diverse colour palette with two variations: Mazza (pattern/fleck) and Manisa (plain).
- o **Price competitive:** Custom Aspire Raphael's are between \$3,600 to \$4,200 with a 5-6 week lead time. Our competitors are between \$4,000 to \$4,350 with an 8-14 week lead time.
- o **Leadtime:** 5-6 weeks, depending on fabric availability (*refer to Quote Form for fabric stock check process*).
- o **Showroom and Community Sales Packs:** Over the past few weeks each site should have received a Showroom pack and/or Community Sales "on-the-road" packs. These are not to be given to customers to take home.

A FEW EXAMPLES OF CUSTOM CHAIRS



LA CASA
(LEATHER)
in Charcoal



LUSTRELL RANGER
(VINYL)
in Chocolate



MANISA
(SOFT TOUCH FABRIC)
in Vapour

PLEASE ENSURE YOU DOWNLOAD ALL THE VARIOUS COLLATERAL! Including:

Quote Forms (print and digital versions are inclusive of T&C's), Fabric Care Instructions and Digital Fabric Swatches. It is also essential to familiarise yourselves with the Ordering & FAQ, for submitting the forms and Sales Orders correctly in GP



DISTRIBUTION INFORMATION

Stock is **strictly "Made-to-Order"**. Full payment and/or funding application approval is required to process the order.

1x Leather Recliner per retail site in either Charcoal **or** Stone (no choice of colour) will be arriving in store within the next fortnight to be used as a selling tool.



MARKETING AND PRICING

- o NEW forms now available.
- o Fabric Care instructions now available.
- o Digital Swatch booklet now available.
- o List pricing available in GP.



New Product Launch