



Do you dream in color?

IDEON's custom finish program

Nothing brings a room together quite like rich, consistent wood. IDEON makes it easy to put the finishing touches on your finish palette with custom wood finish program that's easy to understand, easy to use and let's you easily match IDEON wood to just about anything in the surrounding environment.

Affordable elegance

You really can't put a price on beauty. But if you did, it would look something like this.

- A one-time fee of \$275 net for the development of each new custom finish shall be added to the first order.
- The models receiving the custom finish will also receive an up charge of 5% per IDEON unit at the grade "A/COM" upholstery or base table price.
- On orders of 50 or more units, the 5% up-charge will be waived.

Confused? Let us paint – or, in this case, finish – a clearer picture.

For example:

If you wanted to order a Club chair with grade "C" fabric, you'd take the following steps:

1. Start with the grade "A/COM" price
2. Add 5%
3. Then, add the up-charge for your options and grade "C" fabric
4. Finally, apply the appropriate discount
5. Don't forget to add the one-time \$275 stain-to-match fee if not already covered by this project.

If you wanted to order a Table, you'd take the following steps:

1. Start with the "base table" price
2. Add 5%
3. Then, add the up-charge for your options
4. Finally, apply the appropriate discount

5. Don't forget to add the one-time \$275 stain-to-match fee if not already covered by this project.

#### Placing your Order

Ready to start your finish? It's easy. Just follow these steps – and rules – and your order will go as smoothly as the wood we're custom-staining for you.

1. Send a minimum of 3" x 5" finish sample along with model numbers and options to which the custom finish will be applied. Don't forget to include dealer name, contact and project reference. Get all that stuff together, and send to:

IDEON Customer Support  
Custom Stain Program  
6415 Katella Avenue  
Cypress, CA 90630  
1-877-994-3366

2. Custom finishes generally require at least a week for a matched sample. If approved by IDEON (we reserve the right to decline the opportunity to match a finish color) we'll send a sample back to you and include any restrictions that may apply. We'll hold onto an identical sample in our files for future orders.
3. Once you sign off on the sample, return the approval form to Customer Support along with your order. Please include stain option code "SM" under the finish selection of your part number to indicate "Stain to Match" program. We'll need the signed Approval form before we can accept your order, schedule it for production and acknowledge a ship date.

#### A Woody Variation Explanation

Wood is inherently beautiful because of its natural variations – Mother Nature gets very upset when you call them "defects" – in color, grain and texture. That said, there may be minor differences from one piece of furniture to the next, even though they are finished at the same time, which means IDEON does not guarantee exact matches of grain or natural wood color. And one more thing you should know – the light finishes on wood product do not mask the natural characteristics of maple species that IDEON uses. So you can still enjoy a rich stain and those beautiful swirly things common in maple grain.