

March 2015

**Doing Business with Custom Office Design**

**24 Stock Laminate Finishes** -

1. Speeds up selling cycle
2. Allows more margin
3. Increases competitive edge

***4 Accent Stock Laminate Finishes / 3 Plexi Glass Stock Options***

**17 Stock Guilford of Maine Panel Fabrics-**

1. Speeds up selling cycle
2. Allows more margin
3. No upcharge on 15 stocked fabrics

**Custom Project Lead Time-**

1. 4 to 6 weeks manufacturing lead time
2. 24 to 48 hour turn-around time for quotes.

**Quick Ship Program-**

1. 24 Stock Laminates to choose from
2. 7 to 10 day lead time
3. Self-edge and PVC-edge, Vashon and Arcadia Collections
4. No charge for finished goods assembly
5. QS program not available to all regions/dealers

**Quick Top Program-**

1. 5 Day Quick Top lead time
2. Up to 120” long
3. Self-Edge and PVC edge only
4. 24 stock laminates to choose from

**Support Team-**

1. Bill Selvar, President, quotes, field analysis, mock up’s
2. Sharon Jones, Customer Service Manager, quotes, order follow up
3. Bill Lakefish, Credit Manager-Purchasing Manager
4. Jim Long, Field Sales Support, Pacific Networks Marketing

* Please note 5% price increase for 2015 on Arcadia, Glacier, Rainer, and Visual Aid Boards.

Information Provided by Pacific Networks Marketing

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