



SMART SEATING

# Yes Series Sales Tutorial

PRESENTATION DATE

August, 2019

### I. Range of Sizes

- Various back sizes available to fit any body type

## Mid-Back

20" h

**Pictured Model (YS74)**  
**Other Model (YS84)**



Ex. Model# YS74

## High-Back

24" h

**Pictured Models (YS78, YS98)**  
**Other Models (YS88, YSYM)**



Ex. Model# YS78

Ex. Model# YS98

## High-Back w/ Headrest

~30" h

**Pictured Models (YS79, YS89)**



Ex. Model# YS79

Ex. Model# YS89



## II. Other Models

# Stools

### Grande Spider Base (GSP)

- Spider base w/ chrome flat fixed footing
- Stool package w/ 8" chrome cylinder
- 22" fixed footing
- 65mm soft casters

### Adjustable Footing

- Knobless, turn-lock footing
- Stool package w/ 10" chrome cylinder
- 20" adjustable footing
- 55mm black carpet casters



22" Fixed Footing



20" Adjustable Footing

# Nest



Armless option available



2 chairs front to back = 33 inches (nesting density)



Choose between silver powdercoated steel tube legs

or

Black powdercoated steel tube with perpendicular leg endings for ideal mobility.

# Guest



Cantilever base with black, powdercoated finish rear button glides (removable to allow rearward sliding), & black polypropylene front stops for added stability.



### III. Knit (overlay option)

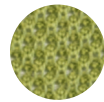
- A permanent, warm & breathable knit overlay with 9 lively color choices



Echo Park



Palisades



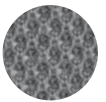
Joshua Tree



Sawtelle



Malibu



Silver Lake



Del Rey



Topanga



Sunset Junction

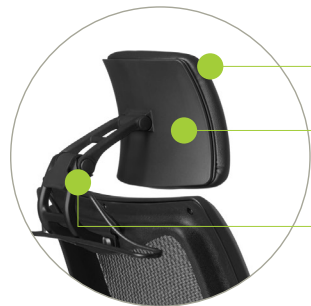


- A mesh-like breathable fabric with a thin cushioned under layer for added softness
- Laminated knit construction
- 100% polyester



#### IV. Other Options

- Available on High-back & High-back w/ headrest models only



##### Deluxe Headrest

- Upholstered pad slides 2" vertically
- 3-way adjustable headrest w/ leather-like upholstery (default)
- Quick adjust locking mechanism



##### Coat Rack

- Protect the shape and collar of your jacket with this simple wire form attachment



##### Double Comfort Seating™ (DCS) Technology

A unique, layered system of self-conforming memory foam, combined with firmer OM high-resilience cushioning

Designed for maximum comfort and long-lasting durability



##### Polished Aluminum Base Package w/ Matching Cylinder

- 26" Polished Aluminum Base
- ~5" Chrome Cylinder (Priced Separately)



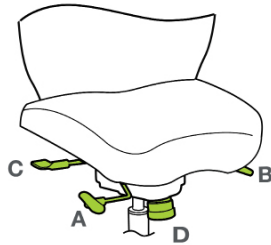
##### Titanium-Colored Base Package w/ Black Powdercoated Cylinder

- 26" Titanium-Colored Aluminum Base
- ~5" Black Powdercoat Cylinder (Priced Separately)

## V. Mechanism Adjustments

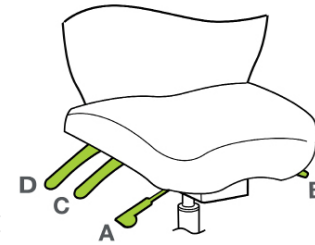
### Management Synchro (Model YS74, YS78, YS79, YS98)

- A. Seat Height
- B. Seat Slider
- C. 3 position Tilt Lock
- D. Tilt Tension



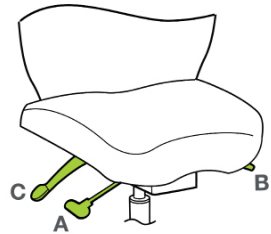
### Simple Multi-Function (Model YS72)

- A. Seat Height
- B. Seat Slider
- C. Infinitely Locking Seat Tilt
- D. Infinitely Locking Back Tilt



### Stools (Model YS73, YS75)

- A. Seat Height
- B. Seat Slider
- C. Infinitely Locking Back Tilt



### Full Multi-Function (Model YS84, YS88, YS89)

- A. Seat Height
- B. Seat Slider
- C. Seat/Back Tilt and Lock
- D. Independent Back Angle
- E. Tilt Tension
- F. Forward Seat Angle (for perching & back relief)

