



SMART SEATING

Truly.TM Sales Tutorial

PRESENTATION DATE

Mar., 2017



I. TruFit.™ Backrest Technology

1) Polyback Design

- Next generation polymer blend
- Lively “technical” backrest support membrane
- Intelligent design that channels flex and support to the areas that need it
- Designed for maximum mobility while performing tasks



Perforated design is engineered to respond and recover

Working support through perimeter edge design

Bowable lumbar support curve

I. TruFit.™ Backrest Technology

2) Back Height Adjustment

- 4" of vertical back height adjustment
- 9 different positions



Shroud encases and facilitates the architecture of the chair's movement

Integrated ratchet tuned for a smooth vertical adjustment and sophisticated clicking timbre

Exoskeleton construction centers around a strong vertical yoke that serves as a chair-spine

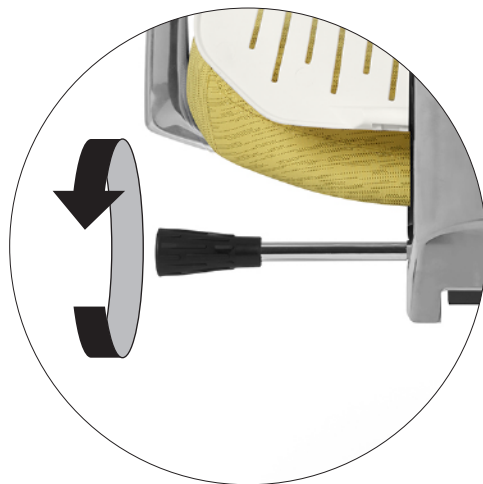
I. TruFit.™ Backrest Technology

3) Adjustable Lumbar Support

- Cable driven lumbar area tension adjustments
- Generous lumbar support curve for multiple body types

4) Lumbar Adjustment Knob

- 5 full rotations allows the user to fine tune the amount of lumbar tension

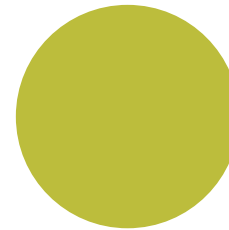


Lumbar area bows 1" towards the user when the Adjustment Knob is rotated

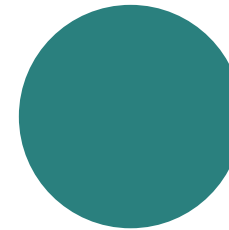
Lumbar Adjustment Knob

II. Color Options

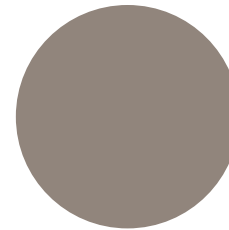
- A new sophisticated color palette for both the Nameplate and Polyback (mix or match)



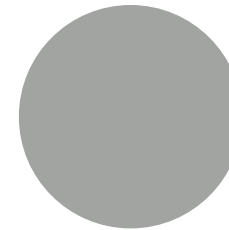
Lemongrass



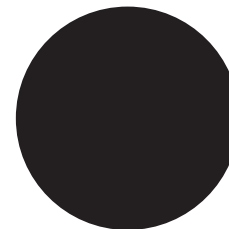
Bay Marine



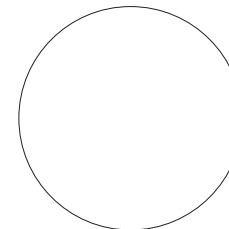
Warm Slate



Palladium Grey



Modern Black



Arctic White

III. Finishes/Packages

- Truly. comes in two different finish options:
 - Polished Aluminum Package
 - Black Powdercoat Package



Polished Aluminum Package



Black Powdercoat Package



IV. Seat

- Surface contours designed to distribute users contact area for minimum fatigue and maximum comfort
- Generous waterfall front
- Beautiful stitch details follow seat contours
- Made from High Resiliency (HR) molded foam
- Myriad fabric upholstery options
- Available in two widths:
 - 20.75" Regular (Standard) Size
 - 19" Small Size

V. Arms

- Easy exchange with any of more than 40+ arm choices
- New AR-81 and AR-485 can also be specified on the Affirm Chair



AR-81: New fixed height polished aluminum arm

AR-485: New adjustable height polished aluminum arm with inward pivoting top pad

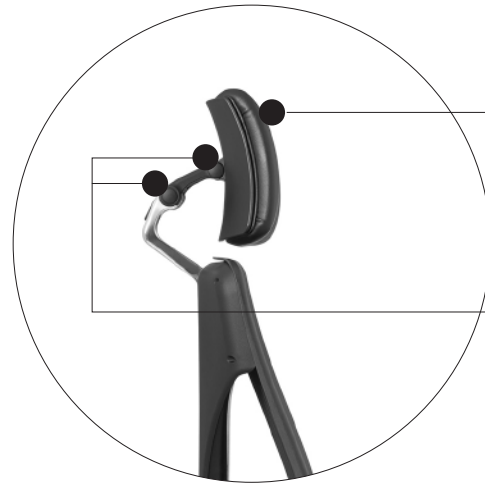




VI. Selected Accessories

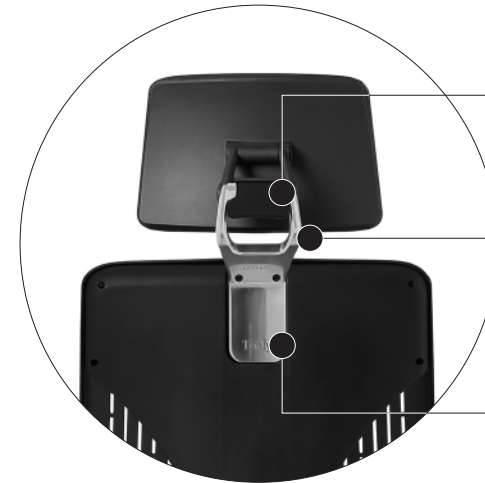
1) Headrest

- 3-way sliding headrest with upholstery



Upholstered pad slides 2" vertically

Two axes pivoting



Quick adjust lock mechanism

High-end polished aluminum support structure

Laser etched Truly. logo

2) Upholstery Backrest

- Elegantly tailored upholstered jacket
- * Final construction method TBD



Stitch details follow contour of back shroud*



Upholstery covers back shroud to complete look*



VII. Mechanism Choices

Executive Synchro

- 5 Stages of Tilt Lock.
- Full function ergonomic synchro.

Model# TY628



Full Multi-Function

- Fully independent adjustments for intense tasking and ergonomics.

Model# TY688



Management Synchro

- 3 Stages of Tilt Lock.
- Moderate function for multi-purpose tasking.

Model# TY618



Simple Multi-Function

- Moderate independent adjustments for multi-purpose tasking.

Model# TY678



Simple Synchro

- 1 Stage of Tilt Lock.
- Simple function for conference & basic tasks.

Model# TY608



Stools

- Counter-height work surface seating with varying adjustability.

Model# TY675



Body-Activated Motion

- Simple, Self Weighing
- 3 Position Tilt Lock

Model# TY668

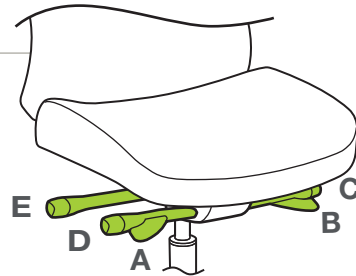


VIII. Mechanism Adjustments

Executive Synchro

Model# TY628

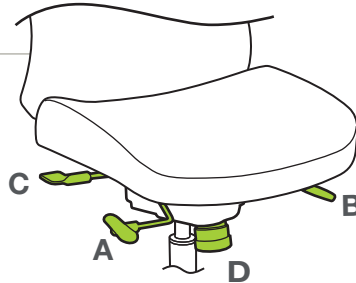
- A. Seat Height
- B. Seat Slider
- C. 5 Position Tilt Lock
- D. Tilt Tension
- E. Independent Back Angle



Management Synchro

Model# TY618

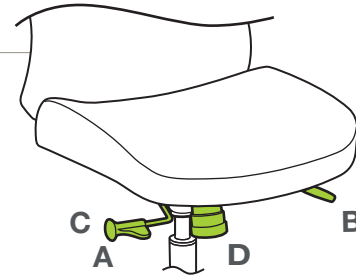
- A. Seat Height
- B. Seat Slider
- C. 3 Position Tilt Lock
- D. Tilt Tension



Simple Synchro

Model# TY608

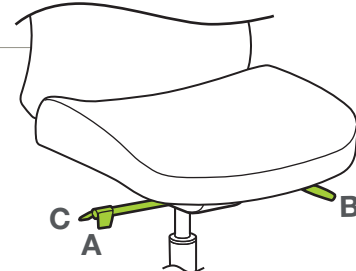
- A. Seat Height
- B. Seat Slider
- C. 1 Position Tilt Lock (Push In)
- D. Tilt Tension



Body-Activated Motion

Model# TY668

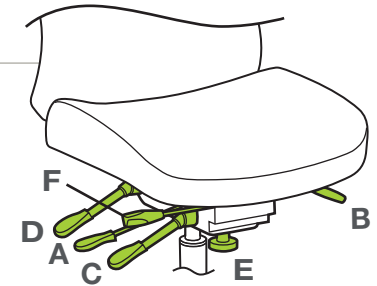
- A. Seat Height
- B. Seat Slider
- C. 3 Position Tilt Lock



Full Multi-Function

Model# TY688

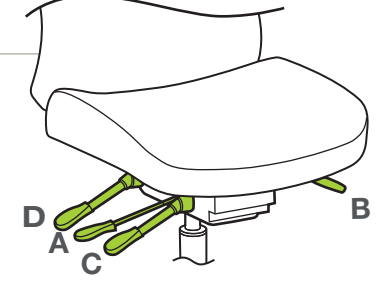
- A. Seat Height
- B. Seat Slider
- C. Seat/Back Tilt and Lock
- D. Independent Back Angle
- E. Tilt Tension
- F. Forward Seat Angle



Simple Multi-Function

Model# TY678

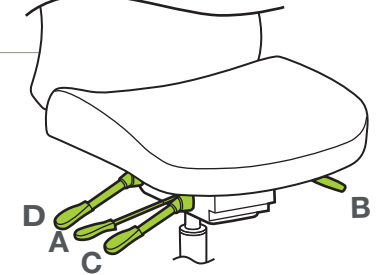
- A. Seat Height
- B. Seat Slider
- C. Seat/Back Tilt and Lock
- D. Independent Back Angle



Stools

Model# TY675

- A. Seat Height
- B. Seat Slider
- C. Seat/Back Tilt and Lock
- D. Independent Back Angle





IX. What to Specify

1. Mechanism
2. Arms
3. Polyback Color
4. Nameplate Color
5. Yoke
6. Back Upholstery
7. Seat Size
8. Seat Upholstery
9. Cylinder
10. Base
11. Casters



Thank you

for choosing OM.

The “chair geeks” at OM have been focused on meeting your seating needs since 1986, and we take our work very seriously.

We spend a lot of time designing our products to be responsive to your unique working style & environment, so that hopefully you can simply sit back and enjoy your OM in comfort.

So, thank you again for trusting OM. We invite you to interact further with us at omseating.com if you would like to learn more about your chair, or our chair company.

Yours sincerely,

President
OM

LIMITED WARRANTY

OM (formerly Office Master, Inc.) warrants to the original purchaser that its products are free from defects in materials and workmanship for the applicable warranty period, as indicated below.

Should any item fail, OM will – at its sole discretion – repair or replace, with a comparable product or part, any item found to be defective as a result of normal commercial use (i.e., a single 8-hour shift, 5 days per week).

This warranty does not apply to items subjected to abuse, misuse, neglect, alteration, or damage caused by shipment, storage, accident, fire, flood, or act of God.

LIFETIME LIMITED WARRANTY

The OM5 Series® (including the OM5 Active sub-series) and Truly.™ are covered by a lifetime limited warranty on all structural components as defined below.

12-YEAR LIMITED WARRANTY

Unless otherwise specified, all models not classified as budget or 24/7 or heavy-duty are covered under a 12-year limited warranty on all structural components as defined below.

7-YEAR LIMITED WARRANTY

Unless otherwise specified, all models classified as budget or 24/7 or heavy-duty are covered under a 7-year limited warranty on all structural components as defined below.

WARRANTY TERMS

Within a given model's applicable warranty period, all structural components, including gas cylinders, wood, metal and plastic parts (i.e., chair frames, bases and control handles) are guaranteed against structural failure when under normal commercial use. All OM seating comes with a default 250 lbs. weight capacity limit unless otherwise specified by OM.

For all models, consumable items (i.e., casters, glides, etc.) are covered by a 5-year normal commercial use warranty.

FABRICS & FOAM

OM in-stock upholstery & foam cushions are covered by a 5-year normal commercial use warranty. Normal wear and tear on fabrics such as wrinkling, dirt accumulation or gathering is not covered. Natural, minor variations may exist in color, surface, grain or texture of upholstery materials. As a result, any such variations are not warranted. COM/OOL and graded-in fabrics are not covered.

CLAIMS PROCEDURE

Should any item fail, contact the Dealer from whom it was purchased. If it is determined that a return is necessary, return that item and its product proof of purchase to the Dealer, whereupon that Dealer will send both to OM, freight prepaid. OM will repair or replace the defective part at its sole discretion and return it to the Dealer, freight prepaid.

RETURNS

Written authorization from OM is required prior to a Dealer returning any failed or defective parts to OM. Any returned defective part(s) will NOT be accepted without this prior written authorization, or a “Returned Materials Authorization” (RMA) # assigned to it.

WARRANTY LABOR

This warranty exclusively covers the repair or replacement of OM parts and does NOT cover any portion of labor or service.

february 2017

How to
care for
your
chair

Adjust
your chair to
take care
of you

what you need to know.

Adjustment Information Online:
omseating.com/adjust



toll free 877 776 5678
voice 909 392 5678
fax 909 392 4567



What is this doohickey?

Keep It Together

OM chairs thrive when treated well. To maintain their good looks and great attitudes, observe these guidelines:

If any parts are missing, broken, damaged or worn, stop using the product until repairs are made using factory-authorized parts.

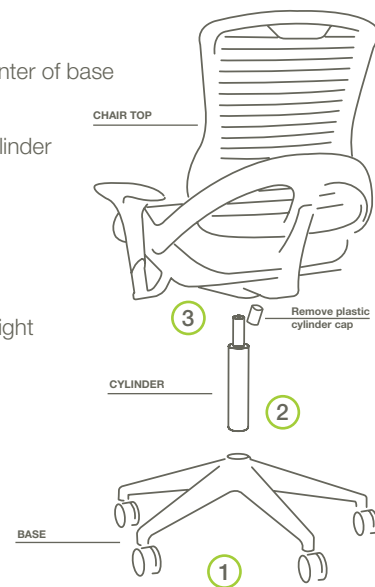
- Occasionally check all bolts, screws and knobs to be sure they are tight.
- Lubricate the gas cylinder every 6 months.
- Avoid prolonged exposure to direct sunlight, or the fabric color may fade.
- For cleaning use water or mild detergent solution only.
- If you have any questions or difficulties, please contact your original OM Authorized Dealer for further assistance and services.

Put It Together

- 1 Place base on level surface
- 2 Insert wider end of cylinder into hole at center of base
- 3 Lower chair top snugly onto top end of cylinder (remove plastic cylinder cap first)
- 4 Activate cylinder to its lowest point
- 5 Sit fully into seat and adjust for desired height

That's it!

Your body's weight will do the rest.



Chair Care

The thingumabob is connected to the whachamacallit . . .

- Be sure the gas cylinder is inserted into the mechanism firmly. Improper connection may cause wobbling.
- Choose correct casters for different floor surfaces. We have specialized casters, but generally suggest choosing Soft or Rubber casters for hard or concrete surfaces, and hard casters for use on carpet.
- Do not stand on foot ring.
- Do not sit on any part of the chair except the seat.
- Do not sit on arms or backrest.
- Improper sitting may cause imbalances resulting in bodily injury.
- Do not use chair as a stepladder.
- Use this chair only for seating one person at a time.
- Use this chair for its intended purpose only.
- Be sure to sit squarely on chair.
- To avoid chair collapse, do not remove knobs or screws.
- Properly dispose of packing materials. Do not use plastic as head covering. It may cause suffocation.
- Do not use chair unless all bolts, screws and knobs are tightly in place.
- Do not use chair on uneven floor surfaces. Always use the chair on flat surfaces to prevent injuries.
- OM chairs are designed for normal commercial use by persons 250 lbs. or less unless weight capacity is otherwise stated. Commercial use is defined as a single shift of 40 hours or less in a week.

This was not a good idea!

