SMART SEATING

Truly.™ Sales Tutorial

PRESENTATION DATE

Sept., 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

I. TruFit.™ Backrest Technology

2) Back Height Adjustment

- 4.2” 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

1110 South Mildred Avenue Ontario, California 91761 Tel **909 392 5678** Fax **909 392 4567**

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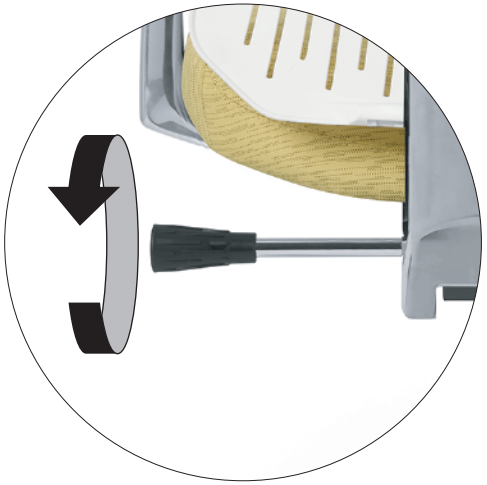
I. TruFit.™ Backrest Technology

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



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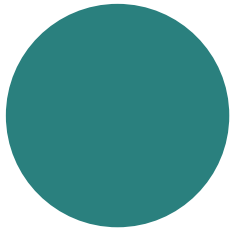
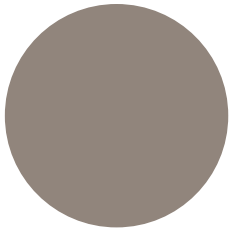
II. Color Options

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

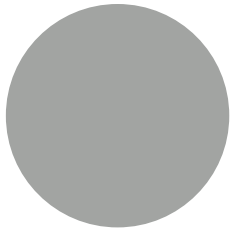
Lemongrass



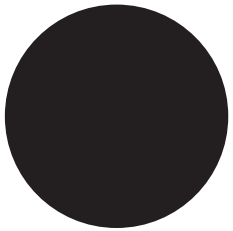
Bay Marine



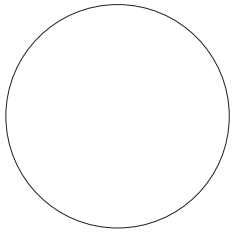
Warm Slate



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 three widths:
  - 20.75” Full Size
  - 19” Small Size
  - 18” Petite Size (January 2018)

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

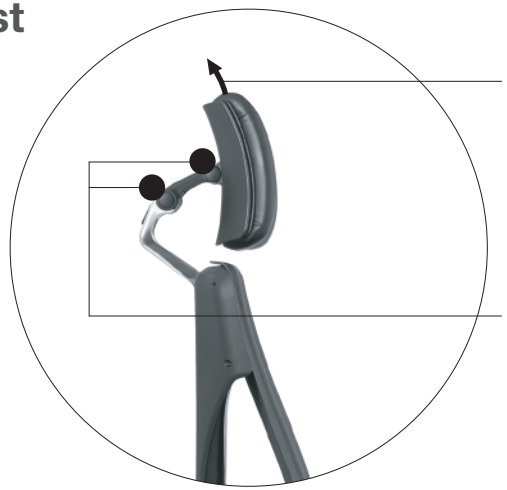
AR-81: New fixed height polished aluminum arm

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

VI. Selected Accessories

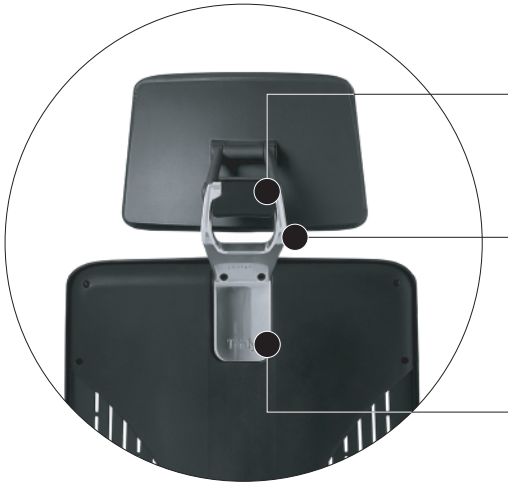
1) Deluxe Headrest

- 3-way sliding headrest with upholstery



Upholstered pad slides 2” vertically

Two axes pivoting



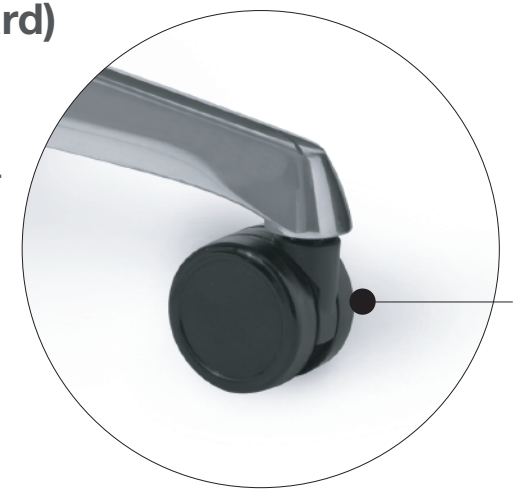
Quick adjust lock mechanism

High-end polished aluminum support structure

Laser etched Truly. logo

2) Dual Surface Caster (Standard)

- Multi-Surface soft caster suited for wood, tile, carpet etc.

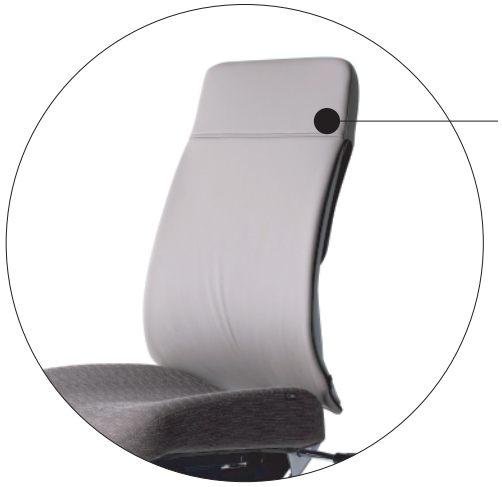


55mm Twin Wheel for better movement and stability

VI. Selected Accessories

3) Jacket: Backrest Upholstery*

- Elegantly tailored upholstered Jacket slides easily over Polyback.



Stitch details follow contour of back shroud

Clips along bottom edge hold Jacket in place

Jacket covers back shroud. Headrest does not fit with Jacket.

Polyback color is exposed.

4) Wrap: Backrest Upholstery*

- Polyback is fully encapsulated, quieting the design details for a more executive look.

Stitch details follow contour of back shroud

Headrest will fit with Wrap.

Wrap covers back of Polyback

Bottom edge of Polyback color is exposed

* Consult with an OM Pricebook or Representative for available options, or application testing guidelines for non pre-approved back upholstery materials.

VII. Mechanism Choices

Executive Synchro

- 5 Stages of Tilt Lock.
- Independent back angle adjustment.
- Full function ergonomic synchro.

Model# TY628

Management Synchro

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

Model# TY618

Simple Synchro

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

Model# TY608

Body-Activated Motion

- 3 Position Tilt Lock
- Simple, Self Weighing

Model# TY668

Full Multi-Function

- Fully independent adjustments for intense tasking and ergonomics.

Model# TY688

Simple Multi-Function

- Moderate independent adjustments for multi-purpose tasking.

Model# TY678

Stools

- Counter-height work surface seating with varying adjustability.

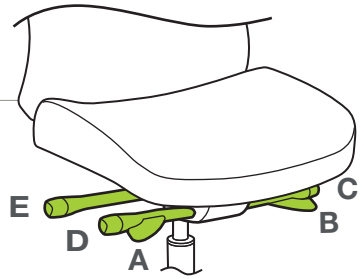
Model# TY675

VIII. Mechanism Adjustments

Model# TY6**2**8

Executive Synchro

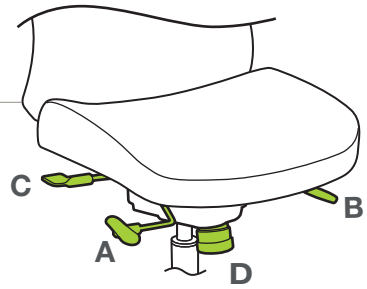
A. Seat Height
B. Seat Slider
C. 5 Position Tilt Lock*
D. Tilt Tension
E. Independent Back Angle



Model# TY6**1**8

Management Synchro

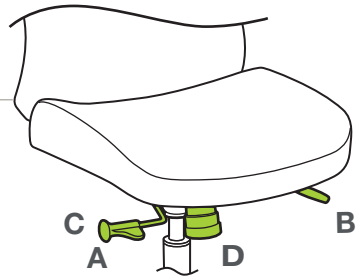
A. Seat Height
B. Seat Slider
C. 3 Position Tilt Lock*
D. Tilt Tension



Model# TY6**0**8

Simple Synchro

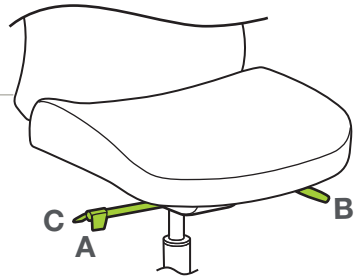
A. Seat Height
B. Seat Slider
C. 1 Position Tilt Lock (Push In)
D. Tilt Tension



Model# TY6**6**8

Body-Activated Motion

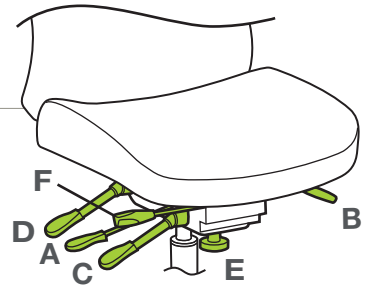
A. Seat Height
B. Seat Slider
C. 3 Position Tilt Lock*



Model# TY6**8**8

Full Multi-Function

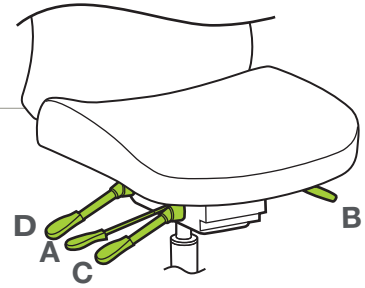
A. Seat Height
B. Seat Slider
C. Seat/Back Tilt and Lock
D. Independent Back Angle
E. Tilt Tension
F. Forward Seat Angle



Model# TY6**7**8

Simple Multi-Function

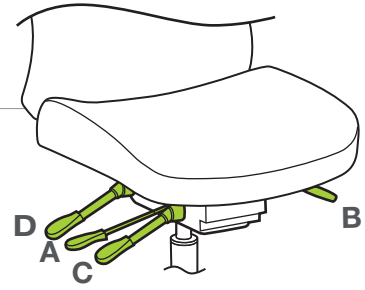
A. Seat Height
B. Seat Slider
C. Seat/Back Tilt and Lock
D. Independent Back Angle



Model#'s TY6**75** & TY6**73**

Stools

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



*Positive Back Release

After unlocking the **C.** Tilt Lock lever, lean into the backrest to release the tilt lock & resume normal tilt recline motion.

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 **om**seating.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/COL 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

www.**om**seating.com

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fax 909 392 4567

FSC www.fsc.org
MIX
Paper from responsible sources
FSC® C102968

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

om | smart seating

Keep It Together

What is this doohickey?

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

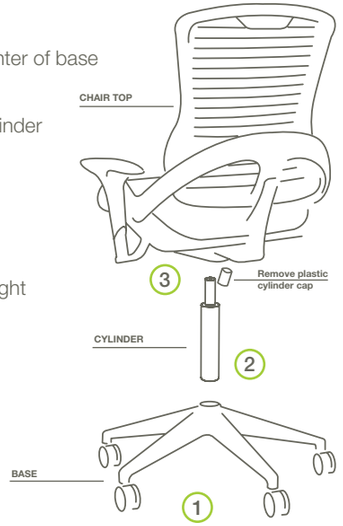
If any parts are missing, broken, damaged or worn, stop using the product until repairs are made using factory-authorized parts.

- 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

This was not a good idea!

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.