



LEADERS HOLDING CO.™

Est. 1971

Central Cushion Rush

Produced and ready to schedule delivery within 7 calendar days

In an effort to prepare the sales team to best serve the customer we have created a simple cushion rush program so that you can easily and confidently say “Yes” to the customer when they ask if they can get their Central Cushion (CENT-) order faster.

This program only applies to Central Cushion (CENT-) items. **This does not include Palm Spring Upholstery (PALU-) or any other brand that we carry.**

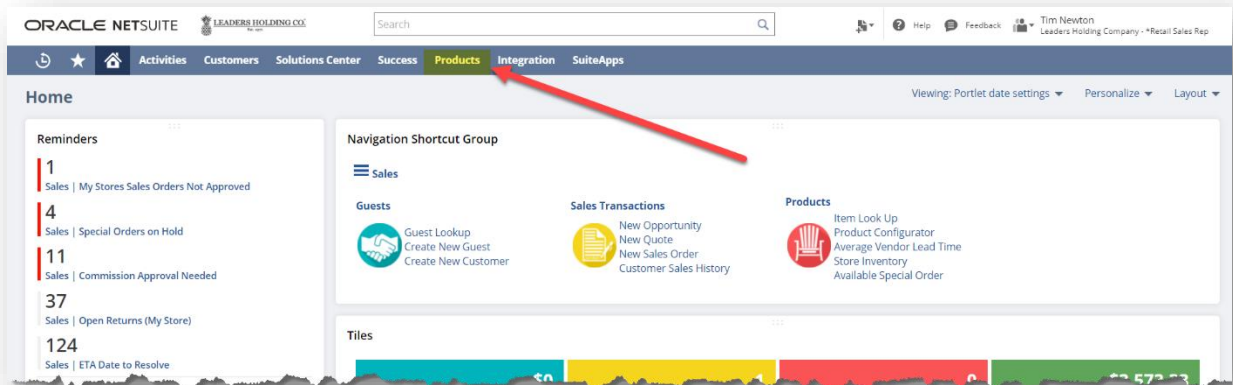
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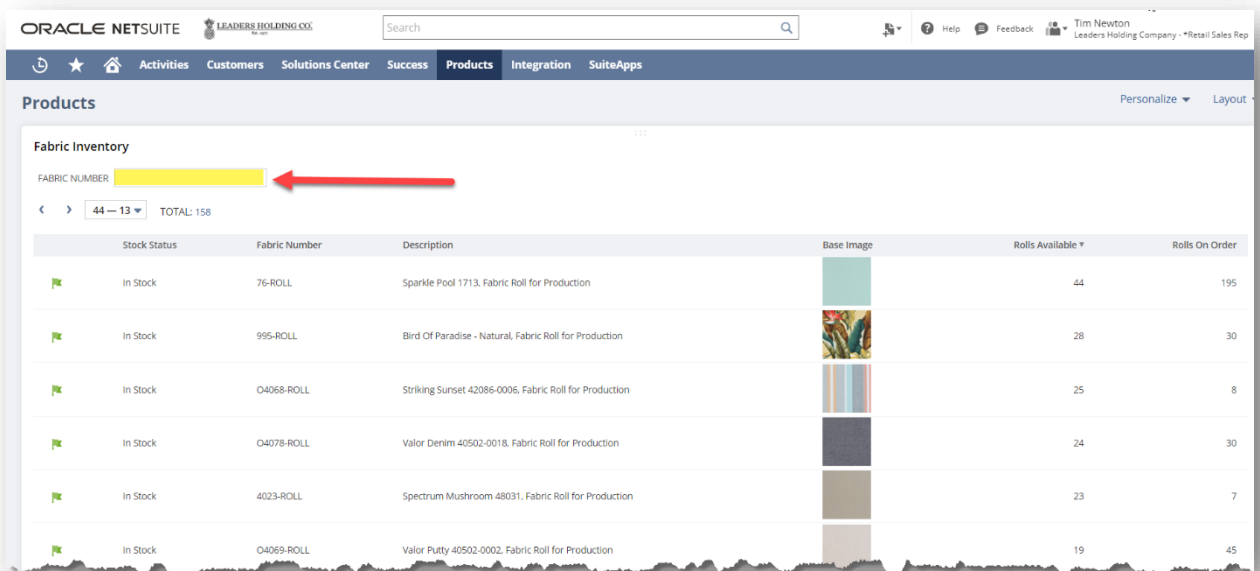
Do we have the fabric in stock?

We can't rush an order if we don't have the fabric to make it. Please do not forget this critical step.

1. In NetSuite click on the Products Tab



2. The first window will show you a fabric list and the number of rolls available for each fabric. You can search for a specific fabric by typing the fabric number in the search box in the window.



Calculate the up charge

The up charge is \$25 per cushion. A flat \$25 rate is applied for a cut yardage rush regardless of the number of yards.

A CENT-4403,1600 S/8 has **(8)** cushions in the set.
(3) Back cushions, **(3)** Seat cushions, **(2)** Throw pillows.

$$(8) \times \$25 = \$200$$

The up charge for a sofa with set of (8) cushions is \$200.

Entering the Sale

1. On you sales order, type the line item "CENT-Rush" with the a quantity equal to the number cushions you are rushing.
2. Your Quantity for CENT-Rush should equal the number of cushions you are rushing.

Example: You are rushing a CENT-4403,1600 S/8, you should put in a quantity of 8 CENT-Rush items.

FAQ

1. What products does this apply to?

The rush only applies to product that starts with CENT- that is not a Customers Own Material (COM) or part of the Sunbrella Kiosk program. Cut yards of stock fabrics are included

2. Can I rush the rattan frames that are on a container too?

No, this program applies to Central Cushion products only. We do not have control over the container vessels.

3. Does this apply to Palm Spring Upholstery?

No, Palm Springs Upholstery (PALU-) is made for us at a factory in North Carolina. The production time and transit time are not directly under our control.

4. Does the rush program include cut fabric yardage?

Yes, the program does include cut yardage from our stock program. The fee is a \$25 flat rate if the customer gets 1 or 100 yards.

Note that we cannot rush cut yardage fabric from Sunbrella.

5. The cushions were done but there was no room on the delivery truck.

This is a great problem to have. We are so busy the trucks are full! Please contact the distribution center for solutions.

6. Do I get paid on the CENT-RUSH line?

You get paid the same commission on the CENT-RUSH line as you do on all Central Cushion orders.