

SAY O

**CHAIR    LOUNGE    STOOL**

5% Tariff in Effect December 1, 2018  
Say O and Defign will be Exempt from this Tariff.

3% Freight Charge in Effect September 1, 2018

Price List Effective September 2018



SOURCE

# Say O Chair

## How to Build a Say O Chair Product Number

**3101 - SL - BCH - SCR or WDL - NAT - P3 7006**

<p><b>Style</b></p> <p>3101 Wood Shell 3102 Wood Shell with Upholstered Seat Pad 3103 Fully Upholstered</p> <p><b>Leg/Base Style</b></p> <p>SL Sled Frame WDL Wood Four Leg</p> <p><b>Wood Species</b></p> <p>BCH Beech OAK Oak WAL Walnut</p> <p><b>SL Frame Finish</b></p> <p>SCR Soft Chrome BLK Black Matte WHT White LBNZ Light Bronze MBNZ Medium Bronze DBNZ Dark Bronze GMTL Gunmetal</p> <p><b>WDL Wood Leg Finish</b></p> <p>NAT Natural* 001 Black</p>	<p><b>Beech Shell Finish Option</b></p> <p><b>Wood Finish for Beech Shells Only</b></p> <p>NAT Natural* CHY Cherry WCH Warm Cherry MAH Mahogany ESP Espresso WLT Weathered Light WMD Weathered Medium WNT Walnut DWNT Dark Walnut 999 Custom</p>	<p><b>P3 Painted Wood Shell</b></p> <p>7006 White 7012 Cream 6695 Yellow Light 6739 Green 6774 Blue Light 6842 Fuschia 6868 Red 6884 Orange 7667 Grey 7633 Taupe 7674 Charcoal 6905 Yellow Bright 6959 Blue Bright</p>
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\* Due to differences in color and grain, NAT Natural finish on Beech shells is not recommended with NAT Natural finish on wood legs. NAT Natural finish on Oak shells will match NAT Natural finish on wood legs.

## Features

- 3D Veneer Wood Shell
- Upholstered Seat Pad or Fully Upholstered Options
- Wood Shell in Three Premium Veneer Options with Clear Coat Finish
- Beech Wood Shell Used for Wood Finishes and Painted Finish Options
- Two Frame Styles, Wood Leg and Wire Sled
- Wire Sled Available in Seven Powdercoat Options
- The Wood Leg Underseat Attachment Bracket will be BL Black or SCR Soft Chrome to Coordinate with Wood Finish Selected. Contact Source for other options.
- Say O Frames are Non-Stacking
- Wood Leg Frame has FG Felt Glides Standard, PG Optional
- Sled Frame Offers an Optional FG Felt Glide
- Greenguard Certified
- Meets ANSI/BIFMA Standards
- Lifetime Structural Warranty

## Dimensions

<b>SL Sled Chair</b>		<b>WDL Wood Leg Chair</b>	
Seat	16"D x 20"W x 18.25"H	Seat	16"D x 20"W x 18.25"H
Overall	20.50"D x 20"W x 32.75"H	Overall	20.50"D x 20"W x 32.75"H
Seat Pad Fully Upholstered			
C.O.M	.6 yards	C.O.M	1.5 yards
C.O.L	11 sqft	C.O.L	27 sqft

## Option Pricing

SCR, BLK, WHT, GMTL, LBNZ, MBNZ, DBNZ Frame Finish Options	NC
FG-SL Felt Glide for Sled Frame	20
PG-WDL Plastic Glide for Wood Leg	NC
P3 Painted Wood Finish	52
999 Net Set up Charge for Custom Wood Finish	220



## Wood Shell Sled Frame

3101-SL-BCH Beech Shell	720
3101-SL-OAK Oak Shell	875
3101-SL-WAL Walnut Shell	875

COM/Grade A   Grade B   Grade C   Grade D   Grade E   Grade F   Grade G   Grade H   Leather   COL

## Wood Shell with Upholstered Seat Pad Sled Frame

3102-SL-BCH Beech Shell	870	882	896	907	922	951	979	1008	1028	896
3102-SL-OAK Oak Shell	1025	1037	1051	1062	1077	1106	1134	1163	1183	1051
3102-SL-WAL Walnut Shell	1025	1037	1051	1062	1077	1106	1134	1163	1183	1051

## Fully Upholstered Sled Frame

3103-SL	850	883	927	946	983	1058	1131	1205	1291	927
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## Wood Shell Wood Legs

3101-WDL-BCH Beech Shell	784
3101-WDL-OAK Oak Shell	936
3101-WDL-WAL Walnut Shell	936

COM/Grade A   Grade B   Grade C   Grade D   Grade E   Grade F   Grade G   Grade H   Leather   COL

## Wood Shell with Upholstered Seat Pad Wood Legs

3102-WDL-BCH Beech Shell	934	946	960	971	986	1015	1043	1072	1092	960
3102-WDL-OAK Oak Shell	1086	1098	1112	1123	1138	1167	1195	1224	1244	1112
3102-WDL-WAL Walnut Shell	1086	1098	1112	1123	1138	1167	1195	1224	1244	1112

## Fully Upholstered Wood Legs

3103-WDL	930	963	1007	1026	1063	1138	1211	1371	1457	1007
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# Say O Lounge

## How to Build a Say O Lounge Product Number

### 3301 - ML - BCH - SCR or WDL - NAT - P3 7006

<p><b>Style</b></p> <p>3301 Wood Shell Lounge          3302 Wood Shell Lounge with Upholstered Seat Pad          3303 Fully Upholstered</p> <p><b>Leg/Base Style</b></p> <p>ML Metal Four Leg          WDL Wood Four Leg</p> <p><b>Wood Species</b></p> <p>BCH Beech          OAK Oak          WAL Walnut</p> <p><b>ML Frame Finish</b></p> <p>SCR Soft Chrome          BLK Black Matte          WHT White          LBNZ Light Bronze          MBNZ Medium Bronze          DBNZ Dark Bronze          GMTL Gunmetal</p> <p><b>WDL Wood Leg Finish</b></p> <p>NAT Natural*          001 Black</p>	<p><b>Beech Shell Finish Option</b></p> <p><b>Wood Finish for Beech Shells Only</b></p> <p>NAT Natural*          CHY Cherry          WCH Warm Cherry          MAH Mahogany          ESP Espresso          WLT Weathered Light          WMD Weathered Medium          WNT Walnut          DWNT Dark Walnut          999 Custom</p>	<p><b>P3 Painted Wood Shell</b></p> <p>7006 White          7012 Cream          6695 Yellow Light          6739 Green          6774 Blue Light          6842 Fuschia          6868 Red          6884 Orange          7667 Grey          7633 Taupe          7674 Charcoal          6905 Yellow Bright          6959 Blue Bright</p>
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\* Due to differences in color and grain, NAT Natural finish on Beech shells is not recommended with NAT Natural finish on wood legs. NAT Natural finish on Oak shells will match NAT Natural finish on wood legs.

## Features

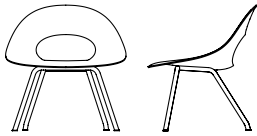
- 3D Veneer Wood Shell
- Upholstered Seat Pad or Fully Upholstered Options
- Wood Shell in Three Premium Veneer Options with Clear Coat Finish
- Beech Wood Shell Used for Wood Finishes and Painted Finish Options
- Two Frame Styles, ML Metal Leg and WDL Wood Leg
- ML Metal Available in Seven Powdercoat Options
- The Wood Leg Underseat Attachment Bracket will be BL Black or SCR Soft Chrome to Coordinate with Wood Finish Selected. Contact Source for other options.
- Wood Leg Frame has FG Felt Glides Standard
- ML Metal Leg Frame has FG Felt Glide Standard
- Greenguard Certified
- Meets ANSI/BIFMA Standards
- Lifetime Structural Warranty

## Dimensions

<b>ML Metal Four Leg Frame</b>		<b>WDL Wood Leg Lounge</b>	
Seat	19"D x 27.5"W x 15.75"H	Seat	19"D x 27.5"W x 15.75"H
Overall	25"D x 27.5"W x 28.75"H	Overall	25"D x 27.5"W x 28.75"H
Seat Pad		Fully Upholstered	
C.O.M	.6 yards	C.O.M	2.25 yards
C.O.L	11 sqft	C.O.L	40 sqft

## Option Pricing

SCR, BLK, WHT, GMTL, LBNZ, MBNZ, DBNZ Frame Finish Options	NC
FG Felt Glide for Metal Leg Frame	20
PG-WDL Plastic Glide for Wood Leg	NC
P3 Painted Wood Finish	52
999 Net Set up Charge for Custom Wood Finish	220



## Wood Shell Metal Four Leg Frame

3301-ML-BCH Beech Shell	1182
3301-ML-OAK Oak Shell	1417
3301-ML-WAL Walnut Shell	1417

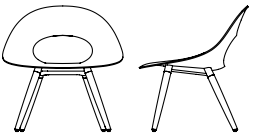
COM/Grade A   Grade B   Grade C   Grade D   Grade E   Grade F   Grade G   Grade H   Leather   COL

## Wood Shell with Upholstered Seat Pad Metal Four Leg Frame

3302-ML-BCH Beech Shell	1350	1362	1376	1387	1402	1431	1459	1488	1513	1376
3302-ML-OAK Oak Shell	1595	1607	1621	1632	1647	1676	1704	1733	1758	1621
3302-ML-WAL Walnut Shell	1595	1607	1621	1632	1647	1676	1704	1733	1758	1621

## Fully Upholstered Metal Four Leg Frame

3303-ML	1224	1257	1301	1320	1357	1432	1505	1579	1722	1301
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## Wood Shell Wood Legs

3301-WDL-BCH Beech Shell	1243
3301-WDL-OAK Oak Shell	1480
3301-WDL-WAL Walnut Shell	1480

COM/Grade A   Grade B   Grade C   Grade D   Grade E   Grade F   Grade G   Grade H   Leather   COL

## Wood Shell with Upholstered Seat Pad Wood Legs

3302-WDL-BCH Beech Shell	1421	1433	1447	1458	1473	1502	1530	1559	1584	1447
3302-WDL-OAK Oak Shell	1658	1670	1684	1695	1710	1739	1767	1796	1821	1684
3302-WDL-WAL Walnut Shell	1658	1670	1684	1695	1710	1739	1767	1796	1821	1684

## Fully Upholstered Wood Legs

3303-WDL	1260	1293	1337	1356	1393	1468	1541	1615	1758	1337
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# Say O Stool

## How to Build a Say O Stool Product Number

### 3201 - CH18 - SL - BCH - SCR or WDL - NAT - P3 7006

<p><b>Style</b></p> <p>3201 Wood Shell 3202 Wood Shell with Upholstered Seat Pad 3203 Fully Upholstered</p> <p>CH18 18" Seat Height CH24 24" Counter height STL30 30" Bar Height</p> <p><b>Leg/Base Style</b></p> <p>SL Sled Frame WDL Wood Four Leg</p> <p><b>Wood Species</b></p> <p>BCH Beech OAK Oak WAL Walnut</p>	<p><b>SL Frame Finish</b></p> <p>SCR Soft Chrome BLK Black Matte WHT White LBNZ Light Bronze MBNZ Medium Bronze DBNZ Dark Bronze</p>	<p><b>Beech Shell Finish Wood Finish for Beech Shells Only</b></p> <p>NAT Natural* CHY Cherry WCH Warm Cherry MAH Mahogany ESP Espresso WLT Weathered Light WMD Weathered Medium WNT Walnut DWNT Dark Walnut 999 Custom</p>	<p><b>P3 Painted Wood Shell</b></p> <p>7006 White 7012 Cream 6695 Yellow Light 6739 Green 6774 Blue Light 6842 Fuschia 6868 Red 6884 Orange 7667 Grey 7633 Taupe 7674 Charcoal 6905 Yellow Bright 6959 Blue Bright</p>
	<p><b>WDL Wood Leg Finish</b></p> <p>NAT Natural* 001 Black</p>		

## Features

3D Veneer Wood Shell  
Upholstered Seat Pad or Fully Upholstered Options  
Three Stool Heights, 18", 24", 30"  
Wood Shell in Three Premium Veneer Options with Clear Coat Finish  
Beech Wood Shell Used for Wood Finishes and Painted Finish Options  
Two Frame Styles, Wood Leg and Wire Sled  
Wire Sled Available in Seven Powdercoat Options  
The Wood Leg Underseat Attachment Bracket will be BL Black or SCR Soft Chrome to Coordinate with Wood Finish Selected. Contact Source for other options.  
Say O Frames are Non-Stacking  
Wood Leg Frame has FG Felt Glides Standard, PG Optional  
Sled Frame Offers an Optional FG Felt Glide  
Greenguard Certified  
Meets ANSI/BIFMA Standards  
Lifetime Structural Warranty

\* Due to differences in color and grain, NAT Natural finish on Beech shells is not recommended with NAT Natural finish on wood legs. NAT Natural finish on Oak shells will match NAT Natural finish on wood legs.

## Dimensions

### SL Sled Stool CH18

Seat 14.5"D x 19"W x 18.25"H  
Overall 20.5"D x 19"W x 25.25"H

### WDL Wood Leg Stool CH18

Seat 14.5"D x 19"W x 18.25"H  
Overall 20.5"D x 19"W x 25.25"H

### SL Sled Stool CH24

Seat 14.5"D x 19"W x 24.5"H  
Overall 20.5"D x 19"W x 31.5"H

### WDL Wood Leg Stool CH24

Seat 14.5"D x 19"W x 24.5"H  
Overall 20.5"D x 19"W x 31.5"H

### SL Sled Stool STL30

Seat 14.5"D x 19"W x 30.5"H  
Overall 20.5"D x 19"W x 37.5"H

### WDL Wood Leg Stool STL30

Seat 14.5"D x 19"W x 30.5"H  
Overall 20.5"D x 19"W x 37.5"H

Seat Pad	Fully Upholstered
C.O.M .5 yards	C.O.M 1 yard
C.O.L. 9 sqft	C.O.L. 18 sqft

## Option Pricing

SCR, BLK, WHT, GMTL, LBNZ, MBNZ, DBNZ Frame Finish Options	NC
FG-SL Felt Glide for Sled Frame	20
PG-WDL Plastic Glide for Wood Leg	NC
P3 Painted Wood Finish	52
999 Net Set up Charge for Custom Wood Finish	220



## CH18 Wood Shell Sled Frame

3201-CH18-SL-BCH Beech Shell	769
3201-CH18-SL-OAK Oak Shell	903
3201-CH18-SL-WAL Walnut Shell	903

COM/Grade A   Grade B   Grade C   Grade D   Grade E   Grade F   Grade G   Grade H   Leather   COL

## CH18 Wood Shell with Upholstered Seat Pad Sled Frame

3202-CH18-SL-BCH Beech Shell	919	931	945	956	971	1000	1028	1057	1064	945
3202-CH18-SL-OAK Oak Shell	1053	1065	1079	1090	1105	1134	1162	1191	1198	1079
3202-CH18-SL-WAL Walnut Shell	1053	1065	1079	1090	1105	1134	1162	1191	1198	1079

## CH18 Fully Upholstered Sled Frame

3203-CH18-SL	808	841	885	904	941	1016	1089	1163	1242	904
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## CH18 Wood Shell Wood Legs

3201-CH18-WDL-BCH Beech Shell	872
3201-CH18-WDL-OAK Oak Shell	1010
3201-CH18-WDL-WAL Walnut Shell	1010

COM/Grade A   Grade B   Grade C   Grade D   Grade E   Grade F   Grade G   Grade H   Leather   COL

## CH18 Wood Shell with Upholstered Seat Pad Wood Legs

3202-CH18-WDL-BCH Beech Shell	1022	1034	1048	1059	1074	1103	1131	1160	1167	1048
3202-CH18-WDL-OAK Oak Shell	1160	1172	1186	1197	1212	1241	1269	1298	1305	1186
3202-CH18-WDL-WAL Walnut Shell	1160	1172	1186	1197	1212	1241	1269	1298	1305	1186

## CH18 Fully Upholstered Wood Legs

3203-CH18-WDL	927	960	1004	1023	1060	1135	1208	1282	1346	1004
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# Say O Stool



## CH24 Wood Shell Sled Frame

3201-CH24-SL-BCH Beech Shell	789
3201-CH24-SL-OAK Oak Shell	923
3201-CH24-SL-WAL Walnut Shell	923

COM/Grade A   Grade B   Grade C   Grade D   Grade E   Grade F   Grade G   Grade H   Leather   COL

## CH24 Wood Shell with Upholstered Seat Pad Sled Frame

3202-CH24-SL-BCH Beech Shell	939	951	965	976	991	1020	1048	1077	1084	965
3202-CH24-SL-OAK Oak Shell	1073	1085	1099	1110	1125	1154	1182	1211	1218	1099
3202-CH24-SL-WAL Walnut Shell	1073	1085	1099	1110	1125	1154	1182	1211	1218	1099

## CH24 Fully Upholstered Sled Frame

3203-CH24-SL	828	861	905	924	961	1036	1109	1183	1242	905
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## CH24 Wood Shell Wood Legs

3201-CH24-WDL-BCH Beech Shell	899
3201-CH24-WDL-OAK Oak Shell	1038
3201-CH24-WDL-WAL Walnut Shell	1038

COM/Grade A   Grade B   Grade C   Grade D   Grade E   Grade F   Grade G   Grade H   Leather   COL

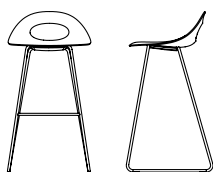
## CH24 Wood Shell with Upholstered Seat Pad Wood Legs

3202-CH24-WDL-BCH Beech Shell	1049	1061	1075	1086	1101	1130	1158	1187	1194	1075
3202-CH24-WDL-OAK Oak Shell	1188	1200	1214	1225	1240	1269	1297	1326	1333	1214
3202-CH24-WDL-WAL Walnut Shell	1188	1200	1214	1225	1240	1269	1297	1326	1333	1214

## CH24 Fully Upholstered Wood Legs

3203-CH24-WDL	1026	1059	1103	1122	1159	1234	1307	1381	1445	1103
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## STL30 Wood Shell Sled Frame

3201-SL-BCH Beech Shell	789
3201-SL-OAK Oak Shell	923
3201-SL-WAL Walnut Shell	923

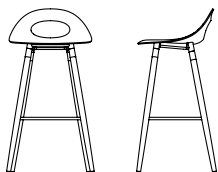
COM/Grade A   Grade B   Grade C   Grade D   Grade E   Grade F   Grade G   Grade H   Leather   COL

## STL30 Wood Shell with Upholstered Seat Pad Sled Frame

3202-STL30-SL-BCH Beech Shell	939	951	965	976	991	1020	1048	1077	1084	965
3202-STL30-SL-OAK Oak Shell	1073	1085	1099	1110	1125	1154	1182	1211	1218	1099
3202-STL30-SL-WAL Walnut Shell	1073	1085	1099	1110	1125	1154	1182	1211	1218	1099

## STL30 Fully Upholstered Sled Frame

3203-STL30-SL	828	861	905	924	961	1036	1109	1183	1242	905
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## STL30 Wood Shell Wood Legs

3201-STL30-WDL-BCH Beech Shell	899
3201-STL30-WDL-OAK Oak Shell	1038
3201-STL30-WDL-WAL Walnut Shell	1038

COM/Grade A   Grade B   Grade C   Grade D   Grade E   Grade F   Grade G   Grade H   Leather   COL

## STL30 Wood Shell with Upholstered Seat Pad Wood Legs

3202-STL30-WDL-BCH Beech Shell	1049	1061	1075	1086	1101	1130	1158	1187	1194	1075
3202-STL30-WDL-OAK Oak Shell	1188	1200	1214	1225	1240	1269	1297	1326	1333	1214
3202-STL30-WDL-WAL Walnut Shell	1188	1200	1214	1225	1240	1269	1297	1326	1333	1214

## STL30 Fully Upholstered Wood Legs

3203-STL30-WDL	1053	1086	1130	1149	1186	1261	1334	1408	1472	1130
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## **PRICES**

All prices are recommended retail prices. Applicable sales taxes are additional. Freight to destination (tailgate) in the contiguous 48 states is 3% of the Net selling price and will be added at the time of invoice. Prices are subject to change without notice.

## **PAYMENT TERMS**

Net 30 days, with established credit. Until credit is approved, a fifty percent deposit must be sent with the order, the balance is due prior to shipment.

## **ACKNOWLEDGEMENTS AND CANCELLATIONS**

All orders will be acknowledged in writing. Cancellations cannot be accepted once orders have entered production.

## **THIRD PARTY FABRIC PRICING**

We are proud to offer graded in fabric programs with the following companies—  
Anzea ArcCom Architex CF Stinson Camira DesignTex Maharam Mayer Momentum  
Paul Brayton Designs Ultrafabrics

## **CUSTOMER'S OWN MATERIAL—C.O.M.**

C.O.M. fabric must be approved prior to acceptance of the order. The material must be provided in 54" wide continuous yardage. All fabric will be directionally cut straight off the bolt unless otherwise specified. A C.O.M. form must be filled out and submitted along with purchase order. Yardage requirements listed are for small patterns or plain materials. The material must be shipped to the factory prepaid and with proper reference to the order. Source International is not responsible for appearance, performance or durability of C.O.M.

## **WOOD FINISHES**

Wood finish names such as Mahogany and Cherry describe color only, not wood species. Stains are applied to maple or similar woods. Wood surfaces have natural variations in grain and porosity and absorb stains differently which may result in variations of final color.

## **WARRANTY**

The customer's complete satisfaction is our goal. All chairs are guaranteed against structural failure for a **lifetime** of normal commercial use by the original purchaser. All mechanisms and controls are guaranteed for a full five years and all upholstered materials for a full three years of normal commercial use (single shift) or a prorated equivalent for multi-shift use.

## **RETURNS AND ALLOWANCES**

No merchandise may be returned without a return authorization and shipping instructions. No credit or allowance will be given for repairs to defective materials unless Source International has given authority to make such repairs.

**Visa / Mastercard / Amex accepted**

**Source International is a member of 20-20 CAP and GIZA Technology services.**

**[sourceinternationaldesign.com](http://sourceinternationaldesign.com)**