

KAB//Seating

FAST-TRACK GUIDELINES

The Purpose of the scheme:

is to improve the supply of KAB chairs to end users in Scandinavia, the Baltic States and Russia.

The Scheme will operate:

in geographic areas being served by 'Authorised KAB Distributors' only

The logic of the scheme:

- a) to provide a 'rescue' chair for an end user who is in urgent need of a KAB chair ie. their own chair is broken.
- b) to rapidly provide a sample chair for potential customers to evaluate
- c) to supply small quantities of chairs up to 5 to satisfy urgent orders.

The Fabrics and Leather:

the idea is to supply dark blue and black fabrics which are excellent standard colours for general offices, control rooms and 24 hour usage. The black leather option also satisfies these and for deluxe office environments
The materials in question are:

- a) Interface Xtreme Range 'Costa' and 'Havana' fabrics,
- b) Interface Vintage Range 'Seraph' leather

These meet BS EN 1021-1 (cigarette), BS EN 1021-2 (match flame) and together have been tested with KAB 'pink' foams to meet BS 7176:1995 (ignition requirements).

Alternatives:

KAB reserves the right to offer alternative fabrics (ie. Myr, Gabriel etc) or alternative colours to meet Fast Track delivery promises, in cases where beyond our control the Interface materials are not available.

Authorised KAB Distributors:

the scheme will be run in conjunction with Authorised Stocking Distributors. KAB Seating AB is in the process of setting up a network to carry the fast track scheme in Scandinavia, the Baltic States and Russia.

- a) Sweden
- b) Norway
- c) Denmark
- d) Finland
- e) Estonia
- f) Latvia
- g) Lithuania
- h) Russia



As part of the Distribution arrangement, Authorised Distributors will be required to stock chair models as promoted in the scheme.

Alternative Chair Models:

due to regional business differences, Authorised Distributors may choose to offer end customers an alternative chair to meet a rapid delivery promise ie. a Director instead of an Executive. They may also choose to offer a chair with different accessories ie. KAB armrests rather than T-armrests.

Further details are available from:



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