

## GRADE CONVERSION CHART - "Transfer Fabric or Leather Program "

For Pricing Furniture in Fabrics From the Following Partner Companies:

CENTURY, HIGHLAND HOUSE, and HICKORY CHAIR/PEARSON

\*There is a **transfer charge** per Fabric or Leather to transfer between Companies

Note: Add two additional weeks for order processing when using the "Transfer Fabric Program"

Note: Please make sure to **specify the factory / pattern** of each transferred material on your Orders.

Jessica Charles / Hancock & Moore	Century	Highland House	Hickory Chair / Pearson
10-30 / A	A (8-10)	9-12	010
40-50 / B	A (12-14)	13-14	010
60-70 / C	B & C (16)	15-19	014
80-90 / D	18-22	20-26	018
100-130 / E	24-28	27-33	024-030
160 / F	34	34-40	040
190 / G	40	41-48	040
220 / H	46	49-55	050
250 / I	52	56-62	050
280 / J	58	63-69	070 & F00
310 / K	60-66	70-79	F01
	78	80-83	F02
	92	92	F03
	100	100	F04
	110	110	F04
	120	120	F05
	130	130	F05
	140	140	F06
	150	150	F07

Hancock & Moore / Jessica Charles	Century	Highland House	Hickory Chair / Pearson
I	L1 - L3	A - B	N/A
II	L4 - L5	C	92
III	L6 - L7	N/A	93
IV	L8	N/A	94
V	L9	D	095 & L00
VI	L10	N/A	L01
VII	L11	N/A	L02 & L03
VIII	L12	N/A	L04
IX	L13	E	L05
Call Factory	Call Factory	Call Factory	L06
Call Factory	Call Factory	Call Factory	L07
Call Factory	Call Factory	Call Factory	L08
Call Factory	Call Factory	Call Factory	L09

**Always use the Manufacturing Company's highest grade within the charted range above**

\*Example 1: A Century grade 28 will be priced as a grade 130/E + transfer charge on a Hancock & Moore style.

\*Example 2: A Hickory Chair grade F00 will be priced as a grade 280/J + transfer charge on a Hancock & Moore style

Most of the companies' fabrics are covered by this chart. For fabric grades above the upper limit of this chart, call customer service for pricing

All yardage must be ordered in complete yards

**BURNISHED LEATHERS ARE NOT ELIGIBLE FOR TRANSFER PROGRAM.**