# **LDI**interiors<sup>®</sup>

## Sales story/presentation



## What we do.

LDI Interiors develops & sells upholstery fabrics & (soon) wall coverings that are formulated to:

- protect both the environment and human health.
- have the durability, wear-ability, and cleanabilty required to perform in the harshest contract-grade interior spaces.

## Why we are uniquely qualified.

- Our founders are plastics & textile engineers with a deep understanding of material science.
- We control our proprietary formulations & processes from development through production.
- Our in-house lab rigorously tests every production lot before it can be sold.

#### Why do our clients choose LDI ??

#### We have the validation of our clients.

LDI originally entered the contract textile business because of Kaiser Permanente. Kaiser wanted to eliminate PVC/vinyl from their furniture and LDI developed a product that became Kaisers' standard alternative to vinyl upholstery.

Since then, LDI has been used by high profile clients in every type of commercial space, including:

Hospitality - SoFi Stadium Higher Education - Harvard University Corporate - The United Nations General Assembly Medical - The Cleveland Clinic Senior Living - Humber Meadows

Essentially every major contract furniture manufacturer you can think of has graded us in and purchase directly from us!



## *The Sizzle* - We have GREAT products!

Under the LDI Interiors umbrella we have developed four product platforms that meet our high standards for sustainability and performance.

enviro<sup>™</sup>leather - The heart of our offerings, our original PVC-Free faux leather solids in four grains and over 125 colors.

**enviro**<sup>™</sup>**sil** - Our silicone faux leather in eighteen colors for customers that are particularly concerned about stains from ballpoint pens and permanent markers.

**enviro**<sup>™</sup>**WOVEN** - Our wovens have the soft, supple hand needed to ensure furniture is comfortable and livable. We currently offer 3 different weaves in twenty one total colors. They are bleach-cleanable and stain resistant and include an integral moisture barrier.

enviro<sup>™</sup>leather prints - Our PVC free faux leather prints, available in 30+ patterns, are fully customizable and require a mere five-yard minimum! Made right in our own Design Studio in NH, our team can also create original patterns and customize them in any way you choose. IF YOU CAN DREAM IT WE CAN DO IT!



**LDI** interiors

www.ldiinteriors.com

customerservice@ldiinteriors.com



## We make doing business easy

In addition to great product, we want to be your partner in every sense of the word. We do this by offering the following:

Warranty - In the highly unlikely event of a field failure, we have the best warranty in the business. Three-year, 24/7 coverage with a re-upholstery cost accommodation. And, while we always recommend it to extend fabric life, we don't require a water wash between cleanings to validate the warranty - such a game-changer! LDI has your back and stands behind every yard we sell.

Inventory - We carry large inventory of our solid materials, and our printed product is made on-demand, so you **never** run into situations where you are waiting 12+ weeks for material to arrive.

Patterns are never discontinued - Patterns are digitally printed and will remain available to you forever.

COM Approvals - If you are working on a project with a furniture manufacturer we have worked with before, my team and I will happily secure application approvals to ensure everything is ready to rock once it comes time to order!

## The enviroleather<sup>™</sup> prints customization program!

LDI has pioneered a new age of customization in commercial upholstery fabrics and (soon) wall coverings! We know when the word "custom" is thrown out there, people immediately think huge minimums, super long lead times, expensive up charges and tons of extra work . . . just an overall pain!

### We have truly changed the game ... If you can dream it we can do it!

We offer an in-house design team who will collaborate with you and guide you through the process from start to finish, and we won't stop until the design is perfect.

Once we have an approved design, we send strike-off samples within two weeks. When you are ready to order, the final yardage is printed on-demand in our NH facility.

You can change anything about an existing LDI pattern - scale, color, empty space- for only a 5-yard minimum! Tell your rep what you would like changed, and they will put you in touch with our Design Director who will then bring your vision to life!

Want a custom design for only a 35 yard minimum? Provide us with a color palette (Pantone, CMYK, etc.) and a detailed description of what you would like, and our design team will go to work!



Custom wallcovering pattern Fir

enviroleather print upholstery

(L to R) In depth, color Sea green Canopy, color Radiant

enviroleather California solid: color Mango



LDI Design studio link

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www.ldiinteriors.com

866.332.0700

customerservice@ldiinteriors.com