



 **DOWN inc.**
HOSPITALITY LOOKBOOK



DUVET INSERTS SEWN THRU CONSTRUCTION

OUR CLASSIC SEWN THRU DUVET FEATURES BOXES STITCHED CLOSED TO PREVENT ANY SHIFTING OF FILL MATERIAL. THIS RESULTS IN A TAPERED EDGE-TO-EDGE APPEARANCE BETWEEN STITCH LINES. THIS CONSTRUCTION IS IDEAL FOR PERFORMANCE AND DURABILITY.

100% PLAIN WEAVE COTTON SHELL | 230 THREAD COUNT | COTTON PIPING EDGE WITH DOUBLE NEEDLE STITCH

10" Duvet Insert

**Snow White Down™ or
PrimaSera™ Down Alternative**

Available in Ultralight, Light, Medium, Winter*

Twin (68" x 88")
Full/Queen (88" x 88")
Queen (92" x 96")
King (104" x 88")
King (106" x 96")

12" Duvet Insert

**Snow White Down™ or
PrimaSera™ Down Alternative**

Available in Medium, Winter*

Twin (68" x 88")
Full/Queen (88" x 88")
Queen (92" x 96")
King (104" x 88")
King (106" x 96")

*Duvet insert warmth levels defined coolest to warmest: Ultralight, Light, Medium, Winter



DUVET INSERTS

BAFFLE BOXSTITCH DUVET INSERT

OUR BAFFLE BOX DUVET HAS A 1" WALL BETWEEN EACH BOX, ALLOWING DOWN TO REACH ITS MAXIMUM LOFT. THIS YIELDS A SMOOTHER APPEARANCE TO THE BED.

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10" Duvet Insert
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*Duvet insert warmth levels defined coolest to warmest: Light, Medium, Winter



DOWN TO EARTH[®] ORGANIC COLLECTION

THIS CERTIFIED ORGANIC COTTON SHELL IS FARMED WITHOUT PESTICIDES AND ENZYME WASHED. DESIGNED AS A NATURAL PRODUCT WITH MINIMUM ENVIRONMENTAL IMPACT. MEETS GLOBAL ORGANIC TEXTILE STANDARD.

100% ORGANIC PLAIN WEAVE 100% COTTON SHELL | 230 THREAD COUNT | KNIFE EDGE DOUBLE NEEDLE STITCHED

12" Sewn-Thru Duvet Insert Snow White Down™

Available in Light, Medium, Winter

Twin (70" x 90")
Queen (92" x 96")
King (106" x 96")

Down Sleeping Pillows Snow White Down™ with Knife Edge

Firmness: Soft, Medium, or Firm

Standard (20" x 26")
Queen (20" x 30")
King (20" x 36")

Down & Feather Sleeping Pillows 50/50 Compartmented with Knife Edge

Firmness: Soft/Medium
Fill Ratio: 50% White Duck Feather/50% Snow White Down™
Core: 75% White Duck Feather/25% Snow White Down™
Outer Pockets: Snow White Down™

80/20 Compartmented with Knife Edge

Firmness: Medium/Firm
Fill Ratio: 80% White Duck Feather/20% Snow White Down™
Core: White Duck Feather
Outer Pockets: Snow White Down™

*Duvet insert warmth levels defined coolest to warmest: Light, Medium, Winter



SLEEPING PILLOWS SINGLE CHAMBER

100% COTTON SHELL | 230 THREAD COUNT | PLAIN WEAVE | COTTON PIPED EDGES

Down Sleeping Pillows **Classic Down with Knife Edge**

Firmness: Soft, Medium, or Firm

Standard (20" x 26")
Queen (20" x 30")
King (20" x 36")
Euro Square (26" x 26")

Down Alternative Sleeping Pillows **Luxurelle® with Knife Edge**

Firmness: Medium

Standard (20" x 26")
Queen (20" x 30")
King (20" x 36")
Euro Square (26" x 26")

PrimaSera™ with Knife Edge

Firmness: Soft, Medium or Firm

Standard (20" x 26")
Queen (20" x 30")
King (20" x 36")

Synergy® Sleeping Pillows **90/10 Synergy® with Knife Edge**

Firmness: Medium

Fill Ratio: 90% Luxurelle® Down Alternative/
10% Snow White Down™

Standard (20" x 26")
Queen (20" x 30")
King (20" x 36")

80/20 Synergy® with Knife Edge

Firmness: Medium

Fill Ratio: 80% White Duck Feather/20%
Luxurelle® Down Alternative

Standard (20" x 26")
Queen (20" x 30")
King (20" x 36")

SLEEPING PILLOWS

DOWN AND FEATHER COMPARTMENTED

100% COTTON SHELL | 230 THREAD COUNT | PLAIN WEAVE | COTTON PIPED EDGES

Upside of Down™ 80/20 with Knife Edge

Firmness: Medium/Firm

Fill Ratio: 80% White Duck Feather/20% Snow White Down™

Core: White Duck Feather.

Outer Pockets: Snow White Down™.

Standard (20" x 26")

Queen (20" x 30")

King (20" x 36")

Euro Square (26" x 26")*

50/50 with Knife Edge

Firmness: Soft/Medium

Fill Ratio: 50% White Duck Feather/50% Snow White Down™

Core: 75% White Duck Feather/25% Snow

White Down™.

Outer Pockets: Snow White Down™.

Standard (20" x 26")

Queen (20" x 30")

King (20" x 36")

85/15 with Knife Edge

Firmness: Firm

Fill Ratio: 85% White Duck Feather/15% Snow White Down™

Core: White Duck Feather.

Outer Pockets: Snow White Down™.

Standard (20" x 26")

Queen (20" x 30")

King (20" x 36")

Euro Square (26" x 26")

Upside of Down™ 80/20 with 1.5" Gusset

Firmness: Medium/Firm

Fill Ratio: 80% White Duck Feather/20% Snow White Down™

Core: White Duck Feather.

Outer Pockets: Snow White Down™.

Standard (20" x 26")

Queen (20" x 30")

King (20" x 36")

75/25 with Knife Edge

Firmness: Medium/Firm

Fill Ratio: 75% White Duck Feather/25% Snow White Down™

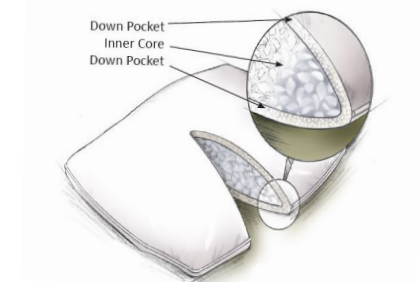
Core: White Duck Feather.

Outer Pockets: Snow White Down™.

Standard (20" x 26")

Queen (20" x 30")

King (20" x 36")



LINEN CLOSET

FEATHERBEDS, FIBERBEDS & PROTECTIVE COVERS

A LUXURIOUS EVERYDAY ESSENTIAL. IT'S A CHOICE BETWEEN NEEDING TO GO TO BED AND WANTING TO. 100% COTTON SHELL. 200 THREAD COUNT. TWILL WEAVE. 2.5" GUSSETED EDGE.

50% White Duck Feather/50% Snow White Down™

75% White Duck Feather/25% Snow White Down™

White Duck Feather or Luxurelle® Down Alternative

Twin (39" x 75" x 2.5")

Full (54" x 75" x 2.5")

Queen (60" x 80" x 2.5")

King (78" x 80" x 2.5")

Hotel King (72" x 80" x 2.5")



SHAM FILLERS

OVERSTUFFED AND DOUBLE LINED 100% COTTON SHELL. 230 THREAD COUNT. PLAIN WEAVE. COTTON PIPED KNIFE EDGE.

90% White Duck Feather /10% Snow White Down™

White Duck Feather

Luxurelle® Down Alternative

Standard (20" x 26")

Queen (20" x 30")

King (20" x 36")

Euro Square (26" x 26")





LINEN CLOSET CONTINUED

Flat Sheets (White)

310 Thread Count, 100% Cotton. Sateen Weave. (6 pieces per unit)
 Queen (90" x 110")
 King (108" x 110")

Fitted Sheets (White)

310 Thread Count, 100% Cotton. Sateen Weave. (6 pieces per unit)
 Queen (60" x 80" x 14")
 King (78" x 80" x 14")

Pillowcases

310 Thread Count, 100% Cotton. Sateen Weave. (6 pieces per unit)
 Standard (21" x 30")
 Queen (21" x 34")
 King (21" x 40")

Zippered Pillow Protectors - Plain Weave

230 Thread Count, Plain Weave, 100% Cotton. (6 pieces per unit)
 Standard (20" x 26")
 Queen (20" x 30")
 King (20" x 36")

Zippered Pillow Protectors - Sateen Weave

360 Thread Count, Sateen Weave, 100% Cotton. (2 pieces per unit)
 Standard (20" x 26")
 Queen (20" x 30")
 King (20" x 36")
 Euro Square (26" x 26")

Featherbed & Fiberbeds & Protective Covers

200 Thread Count, 100% Cotton. Plain Weave.
 Twin (39" x 75" x 2.5")
 Full (54" x 75" x 2.5")
 Queen (60" x 80" x 2.5")
 King (78" x 80" x 2.5")
 Hotel King (72" x 80" x 2.5")

Tencel® Mattress Pads

300 Thread Count, Tencel® Brand Lyocell Top Layer. Polyester Fill and Bottom Layer. 15" Polyester Skirt.
 Twin (39" x 75" x 15")
 Twin XL (39" x 80" x 15")
 Full (54" x 75" x 15")
 Queen (60" x 80" x 15")
 King (78" x 80" x 15")



DECORATIVE PILLOW FILLERS

PROGRAM SIZES LISTED. CUSTOM SIZES AVAILABLE AT NO ADDITIONAL CHARGE BY QUOTE ONLY.

100% PLAIN WEAVE COTTON SHELL | 180 THREAD COUNT

Shape Options:

Square: 16" x 16", 20" x 20", 26" x 26"

Rectangle: 12" x 16", 13" x 22"

Neckroll: 8" x 40", 8" x 54", 8" x 60"

Fill Options:

50% White Duck Feather / 50% Snow White Down™

75% White Duck Feather / 25% Snow White Down™

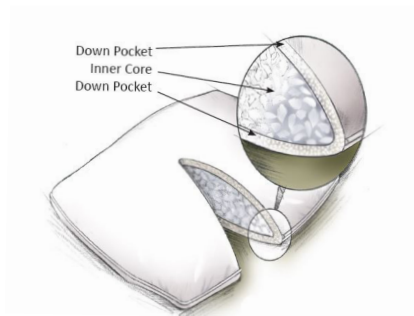
90% White Duck Feather / 10% Snow White Down™

White Duck Feather

Luxurelle® Down Alternative

*Organic 230 thread count, 100% cotton shell, boxed edge, turkish corner and overlock edge detail available.

BEDDING CONSTRUCTION DEFINED

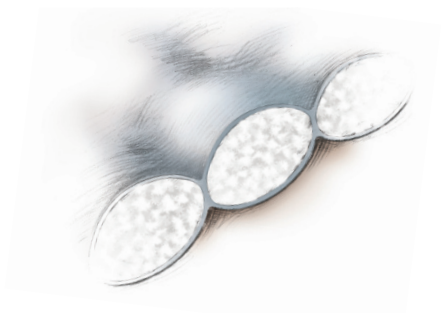


Compartmented Pillow Construction

This style of construction features three unique pockets, using two different types of fill material.

The inner core pocket is designed to hold the firmer fill, while the outer pockets hold the softer fill.

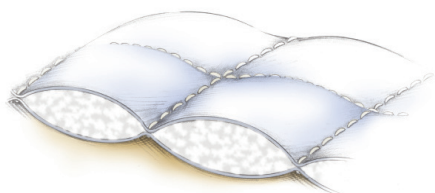
Our compartmented pillow offering is merchandised to give you options in firmness levels and price points.



Sewn Thru Duvet Construction

Sewn Thru Boxstitch construction features boxes that are stitched closed to prevent any shifting of fill material. This results in a tapered edge-to-edge appearance between the stitch lines.

We recommend this construction for the best performance and durability.



Baffle Box Duvet Construction

Each interior seam in a baffle boxstitch construction has a 1" baffle wall, which allows the down to reach its maximum loft.

This construction yields a smoother appearance to the bed.

DECORATIVE PILLOW FILLS DEFINED

White Duck Feather

Our firmest fill. It offers body & support and is the most cost-effective natural fill option.

Luxurelle® Down Alternative

This fill provides our most cost-effective option for polyester forms. The polyester cluster fiber fill is an excellent choice for neckrolls.

50% White Duck Feather/50% Snow White Down™

Yields a plush, soft-density form. It requires routine "fluffing" and is the lightest weight of the natural fill options.

75% White Duck Feather/25% Snow White Down™

This fill offers a softer density pillow when compared to pillows with a higher percentage of feather. Good for throw pillows that can be used for a quick afternoon nap.

90% White Duck Feather/10% Snow White Down™

This is our most popular fill for decorative pillow forms. For designers looking for a pillow that will hold a chop, this is a great option!

TERMS & CONDITIONS

ORDERS

ALL ORDERS ARE SUBJECT TO ACCEPTANCE BY DOWN INC.

TERMS OF SALE

CUSTOMERS WHO MEET AND MAINTAIN OUR CREDIT CRITERIA WILL BE EXTENDED PAYMENT TERMS OF NET 30 DAYS FROM INVOICE DATE. WHEN APPLYING FOR TERMS, PLEASE COMPLETE A NEW ACCOUNT FORM. PLEASE PROVIDE A MINIMUM OF THREE CREDIT REFERENCES. TO AVOID PROCESSING DELAYS, REFERENCES MUST INCLUDE COMPLETE CONTACT INFORMATION AND ACCOUNT NUMBERS.

A FINANCE CHARGE OF 1.5% MAY BE ADDED TO PAST DUE ACCOUNT BALANCES. IN THE EVENT OF DEFAULT OF PAYMENT, THE CUSTOMER WILL BE LIABLE FOR ALL REASONABLE FEES ASSOCIATED WITH COLLECTION.

FREIGHT

ALL ORDERS ARE SHIPPED F.O.B. GRAND RAPIDS, MICHIGAN. SHIPPING, AND ANY OTHER DESTINATION CHARGES, WILL BE PAID BY THE CUSTOMER. UNLESS OTHERWISE SPECIFIED, ALL ORDERS WILL BE SHIPPED GROUND BY A NATIONAL PARCEL DELIVERY SERVICE.

ALL PURCHASE ORDERS MUST SPECIFY DELIVERY METHOD REQUIRED FOR THE PROPERTY, I.E. SHIPPING DOCK, LIFT GATE OR INSIDE DELIVERY. IF THE ORDER FAILS TO INCLUDE THIS INFORMATION, YOU MAY INCUR ADDITIONAL FREIGHT CHARGES IF SURCHARGES ARE BILLED TO DOWN INC. BY THE CARRIER.

WARRANTY

ALL PRODUCTS MANUFACTURED OR DISTRIBUTED BY DOWN INC. ARE WARRANTED AGAINST DEFECTS IN WORKMANSHIP AND FABRICATION. WARRANTY CLAIMS AND RETURNS MUST BE MADE WITHIN 30 DAYS FOR AN EXCHANGE OR FULL REFUND.

PRICING

DOWN INC. RESERVES THE RIGHT TO CHANGE ANY AND ALL PUBLISHED PRICES WITH OR WITHOUT NOTICE.

ONLINE ORDERS - DOWNINC.COM

E-MAIL ORDERS - CUSTOMERSERVICE@DOWNINC.COM

FAX ORDERS - 616.452.1255

PHONE - 1.800.552.9231 (LOCAL - 616.241.3922)

HOURS - 8:30 A.M. - 5:00 P.M. EST, MONDAY - FRIDAY

RETURNS

ALL HOSPITALITY ORDERS ARE MANUFACTURED ACCORDING TO CUSTOMER PURCHASE ORDER REQUIREMENTS; RETURNS TO STOCK ARE NOT ALLOWED.

IF YOU FEEL YOUR PRODUCT HAS A MANUFACTURING DEFECT, PLEASE SUBMIT A REQUEST TO RETURN THROUGH YOUR SALES REPRESENTATIVE. RETURNS BASED ON WARRANTY CLAIMS WILL BE REVIEWED AND RETURN AUTHORIZATION WILL BE ISSUED IF THE CLAIM IS WARRANTED. SHIPMENTS RETURNED WITHOUT A WRITTEN RETURN AUTHORIZATION MAY BE REFUSED

IF YOU HAVE ANY QUESTIONS, PLEASE CONTACT YOUR SALES REPRESENTATIVE.

APPLY FOR A NEW ACCOUNT

ONLINE - WWW.DOWNINC.COM/BECOME-A-TRADE-PARTNER
E-MAIL - HOSPITALITY@DOWNINC.COM

CURRENT TRADE PARTNERS - HOW TO ORDER

WE RECOMMEND PLACING YOUR ORDER WITH YOUR SALES REPRESENTATIVE. ALTERNATIVE OPTIONS INCLUDE:

ONLINE - DOWNINC.COM

E-MAIL - CUSTOMERSERVICE@DOWNINC.COM

- INCLUDE ACCOUNT NAME, ACCOUNT NUMBER, QUANTITY AND STOCK NUMBERS.

FAX ORDERS - 616-452-1255

- INCLUDE ACCOUNT NAME, ACCOUNT NUMBER, QUANTITY AND STOCK NUMBERS.

- CREDIT CARD CUSTOMERS SHOULD INCLUDE CARD NUMBER, EXPIRATION DATE AND CARD VERIFICATION CODE.

PHONE ORDERS - 1.800.552.9231 (LOCAL - 616.241.3922)

- 8:30 A.M. - 5:00 P.M. EST, MONDAY - FRIDAY

PAYMENT OPTIONS - NET 30 TERMS FOR QUALIFYING ACCOUNTS, AMERICAN EXPRESS, VISA, MASTERCARD, AND DISCOVER.

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TRADEMARK OF LENZING FIBERS:

Tencel™

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