

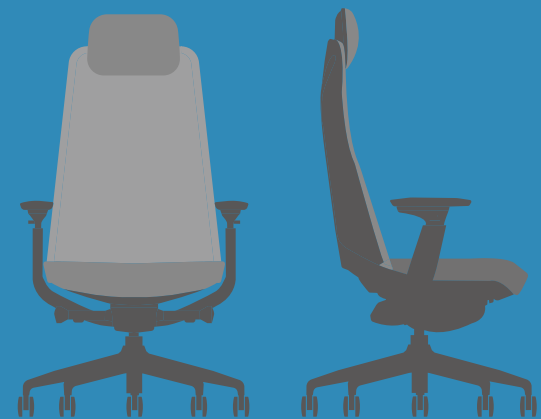
YUCAN

Take a good seat,
it brings you a
brand new seating experience



What makes YUCAN different? How do you guide clients to realize the personal and organizational value of this chair? How are you going to communicate?

This handbook gives you the answers. It includes information and tips to help the sales process and differentiate YUCAN from all other options. It also serves as a guide for other resources.



DEVELOPMENT PURPOSE

Goodtone always believes that office chairs are one of the tools to help people improve the quality of work and life. When users sit in a comfortable office chair for a long time to work, they should not feel the confrontation between the chair and the body movements, but should have a feeling of complementation and integration. The design of YUCAN not only relieves the physical fatigue and discomfort of the human body, but also helps users concentrate on the psychological level. To this end, YUCAN continues to take an innovative step in fabric innovation, providing a set of materials that do not use sponge, leather or mesh, etc.

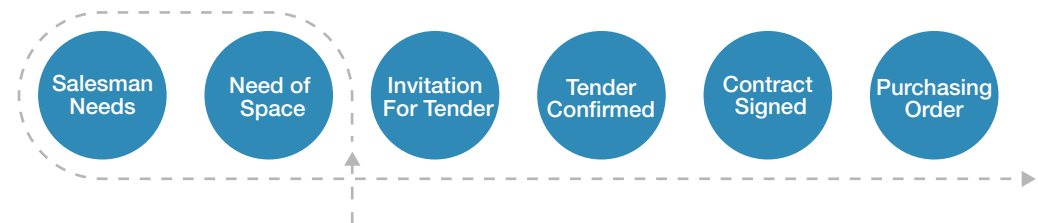
Its make of comfortable material: YUCAN is a fabric chair that as comfortable as mesh chair. Just like advantages of hybrid cars. YUCAN not only has the soft, skin-friendly and warm characteristics of a fabric chair, but also has the characteristics of a mesh chair, which is breathable, dry and skin-friendly. In terms of appearance, YUCAN's moderate line language and soft fabrics can stimulate the sense of security built a safety environment and neutralize the sense of distance brought by the industrial atmosphere that most office spaces deliberately create.



The design of YUCAN reflects the simple concept of office chair comfort. inspired by our years of experience on office chair comfortability, the concept reflects GOODTONE's vision of the workspace. Before its been launched, we had evaluated YUCAN from the aspects of ergonomics, aesthetics and spatial versatility to meet the overall needs of organizations and individuals in the office space.



SALES MODEL



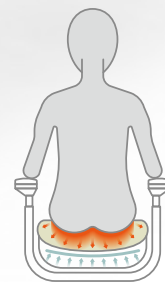


YUCAN CONCEPT

YUCAN is a high-performance task chair with a honeycomb support system at its core. The design inspiration comes from the designer's deep insight into the workplace. The hexagonal honeycomb-like structure in the interior symbolizes the reinforced concrete in the city, and the characteristics of bees are added to the human body, expressing the good hope of efficient unity. The contour lines are wrapped with a new type of air layer fabric, which freezes the surging state of mind and conveys abundant imagination and eternal energy.

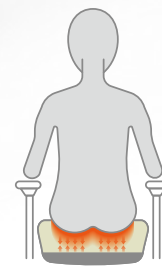
The simple and ingenious hexagonal interlocking is used to form a tightly close honeycomb mesh structure. Air holes accelerate heat dissipation and enhance the breathability of the seat back. In addition, the blessing of the resin material improves the overall flexibility of the back frame, avoiding the sense of hard object diaphragm caused by the traditional PVC frame, so that YUCAN helping user release the pressure from the top current work.





Sponge with Elastic Buffer Separator

The two-stage elastic buffer avoids the sensation of hard objects and releases the pressure from the upper body.



sponge only

The direct pressure only reaches the bottom plate, and with the increase of the extrusion force, the temperature, friction and discomfort increase at the same time.



Honeycomb system

It can effectively disperse the uneven extrusion force; it can accelerate the heat dissipation through the mesh fabric and the inner space of the seat back, and enhance the air permeability.



only sponge

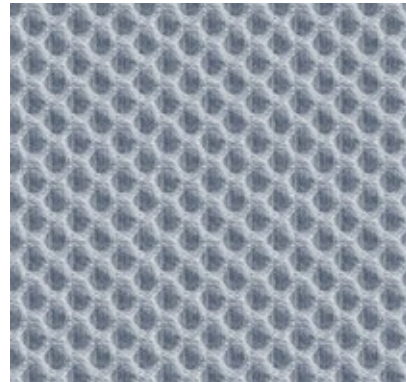
The squeezing force is dispersed to the back of the chair, and it is easy to generate continuous pressure. It is necessary to change the sitting position frequently and change the pressure bearing position.

USABILITY ADVANTAGE



Seat Back / Seat Cushion

The innovation of the YUCAN seat back honeycomb support system is to provide a comfortable solution without the use of materials such as sponge, leather or mesh: a fabric chair as comfortable as mesh chair. The honeycomb support system replaces the sponge to support the back, which effectively disperses the uneven extrusion force caused by the back movement; and the multi-vent holes accelerate the heat dissipation and enhance the breathability of the seat back. The blessing of resin material improves the overall exibility of the back frame and avoids the hard object diaphragm induced by the traditional PVC frame.



Three-Dimensional Air Layer Fabric

After dozens of tests, it adopts a three-dimensional breathable mesh material composed of polymer fibers and knitted by precision machines at one time. The fabric is composed of upper, middle and lower composite structures, the surface is air mesh, the middle layer is MOLO yarn connecting the surface and the bottom surface, and the bottom surface is densely woven flat surface and dense mesh, which further enhances the seat back. Breathability and softness provide users with comfortable support like running water buoyancy.



Italian Donati Mechanism

The core mechanism comes from the DONATI chassis imported from Italy. It is equipped with a full range of basic functions to easily meet the user's all round action needs: seat lift function, seat sliding function, seat back four-gear tilting locking function, 1.5-circle tilting force quick adjustment function .

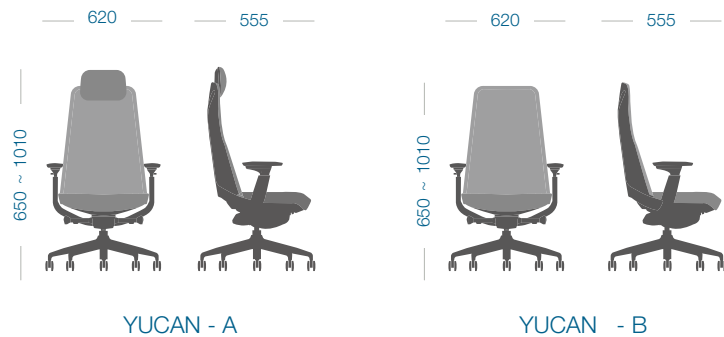


4D Handrest

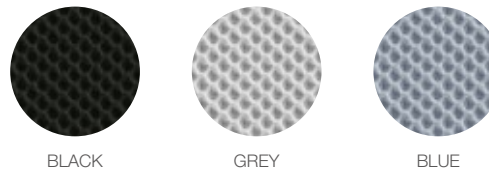
Standard 4D armrests, and the innovative rear-translation armrest surface can still provide a soft support point for the elbows when the human body is tilted; the new expansion function can take care of the needs of users of different body types. Whether petite ladies or burly men, you'll find a comfortable arm support position.

SPECIFICATIONS

Available in two configurations, three fabric colors, two plastic chair frame colors, and three aluminum alloy colors, YUCAN is suitable for a variety of space applications such as private offices, staff spaces, conference rooms, home workstations and even hospitals.



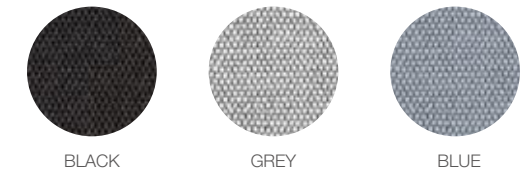
BACKREST/MESH



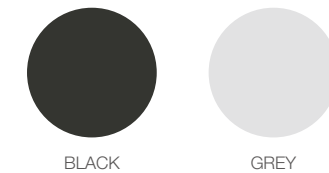
METALLIC PARTS



SEAT/MESH



PLASTIC PARTS





YUCAN SELLING CONCEPT

Designed To Adapted Seating Habit

YUCAN is the result of a long-term focus on ergonomic research. Starting from the in-depth user experience, the design creates a new support system that flexibly responds to various sitting postures, effectively relieves employees' sedentary pressure, prevents occupational diseases and affects their physical and mental health, and creates a better office experience for employees.

- High-performance task chair with honeycomb support system as the core.
- Full support from the back to the lumbar spine to the pelvic area.
- Provide all-weather comfort experience.

Displace Corporate Culture Concept

A good office chair design can take into account the integration of different space design schemes. The clean and comfortable style of YUCAN creates an immersive office environment atmosphere, which can show the positive and dynamic appearance of the enterprise and convey the personality.

- Honeycomb support system, compound space and density to share pressure.
- The seat back cushion passively makes adaptive adjustments to your sitting posture.
- Coordinate with your body posture to assist you with desktop tasks.

Empowering And Building Talent Teams

Providing employees with excellent health support in the workplace can enhance their creativity and collaboration, meet the needs of business expansion with higher productivity, as well to retain and attract more talent, and cultivate employees to build loyalty.

- Good design increases employee engagement and satisfaction.
- Friendly appearance, the fabric covers a large area of the seat back chassis.
- Easily solve the user's all-round action needs and meet the behavioral aesthetics of elegant operation.



TARGETED CUSTOMER

- Committed to employee welfare
- Seeking to attract and retain talent
- Want to be number one, innovator
- Willing to invest in their employees
- Concerned about the comfortable experience of long-term use
- Wish the chair didn't look so mechanical

PRODUCT ANALYSIS

YUCAN provides a set of comfortable solutions that do not use materials such as sponge, leather or mesh, a cloth chair that is most like a mesh chair, and continues to take an innovative step in fabric innovation. It has a significant advantage over our main competitors.



Allsteel® EVO TASK CHAIR

- The lumbar support needs is optional, and the support effect is not outstanding
- Limited upper back support, lack of high back and optional headrest
- Rigid (diaphragmatic) frame profile



HAWORTH® FERN

- High premium
- Open back, easy to hide dirt and difficult to clean
- Thick chassis and bulky Appearance



interstuhl® HERO-162H

- Back protruding nails to control the air in and out of the waist
- The headrest needs a knob to adjust the height
- Complex functions, many buttons, difficult to operate
- Unified black frame to limit scene Collocation



DKE VX

- The high-back design does not cater for petite people
- lack of lumbar support structure
- Lack of quick adjustment mechanism for tilting force
- Lack of cushion depth Adjustment



b.one ARCO

- The headrest is not suitable for the neck curve of petite body
- The armrests have few external expansion functions, which cannot take care of burly people
- Lack of quick adjustment mechanism for tilting force



ASIS MATCH

- The lumbar support needs is optional, and the support effect is not outstanding
- Rigid (diaphragmatic) frame profile
- Only two levels of tilt force lock
- Regular headrest design is not suitable for petite people's head and neck curves

PERFORMANCE COMPARISON OF INTERNATIONAL COMPETING PRODUCTS

	 YUCAN	 EVO TASK CHAIR	 FERN	 HERO-162H
Headrest adjustment	●	●	●	●
Lumbar adjustment	●	●	●	●
Seat depth	●	●	●	●
Tilt gear lock	●	●	●	●
4d armrest	●	●	●	●
Breathable fabric	●	●	●	●
Backrest honeycomb suspension	●	●	●	●
Buffer seat	●	●	●	●
Y-shaped drag bracket	●	●	●	●
Chassis fabric covering	●	●	●	●
Metal chair legs	●	●	●	●

PERFORMANCE COMPARISON OF DOMESTIC COMPETING PRODUCTS

	 YUCAN	 DKE VX	 B.ONE ARCO	 MATCH
Headrest adjustment	●	●	●	●
Lumbar adjustment	●	●	●	●
Seat depth	●	●	●	●
Tilt gear lock	●	●	●	●
4d armrest	●	●	●	●
Breathable fabric	●	●	●	●
Backrest honeycomb suspension	●	●	●	●
Buffer seat	●	●	●	●
Y-shaped drag bracket	●	●	●	●
Chassis fabric covering	●	●	●	●
Metal chair legs	●	●	●	●



