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## Ultimate Barber Chair Buying Checklist



Your professional guide to selecting the perfect barber chair.

### Chair Specifications Worksheet

#### Dimensions & Weight

- ■ Seat height range: \_\_\_\_\_" to \_\_\_\_\_"

- ■Chair weight: \_\_\_\_\_ lbs
- ■Base diameter: \_\_\_\_\_"
- ■Doorway clearance: \_\_\_\_\_"

### **Mechanical Features**

- ■Hydraulic pump type: \_\_\_\_\_
- ■Recline angle: \_\_\_\_\_°
- ■Swivel rotation: \_\_\_\_\_°
- ■Footrest: ☐ Yes ☐ No

### **Upholstery & Materials**

- ■Material: \_\_\_\_\_
- ■Color options: \_\_\_\_\_
- ■Base material: \_\_\_\_\_
- ■Cleaning requirements: \_\_\_\_\_

### **Capacity & Warranty**

- ■Weight capacity: \_\_\_\_\_ lbs
- ■Hydraulic warranty: \_\_\_\_\_ years
- ■Upholstery warranty: \_\_\_\_\_ years
- ■Frame warranty: \_\_\_\_\_ years

### **Pre-Purchase Evaluation Checklist**

**Test Sitting:** Sat in chair for 5+ minutes to assess comfort

**Hydraulic Test:** Pumped chair 10+ times with no sinking or leaks

**Swivel Test:** Rotated 360° smoothly without sticking

**Recline Test:** Backrest adjusts easily and locks securely

**Weight Test:** Chair supports heaviest expected client weight + 50lbs

## **Professional Negotiation Tips**

### **Bulk Purchase Discounts**

Ask for 10-15% off when buying 3+ chairs. Vendors often have hidden margin for bulk orders.

### **Free Shipping Leverage**

"I'll order today if you include white-glove delivery" - shipping costs are often marked up 200%.

### **End-of-Quarter Deals**

Vendors offer the best prices in last 2 weeks of March, June, September, and December to meet quotas.

### **Warranty Upgrades**

Negotiate extended warranty coverage at no cost - it costs vendors little but adds value to you.

### **Price Match Guarantee**

"Competitor X offers this at \$\_\_\_\_\_ - can you beat it?" Always have a lower quote (even if outdated).