

PRICING & SPECIFICATION GUIDE

Introduction: Terms & Options

January 1, 2022

TUOHY

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**PRICES**

All prices are list, F.O.B. Chatfield, Minnesota, and are subject to change without notice. We reserve the right to change quotation prices prior to acceptance by the buyer. Quotation prices must be accepted within 30 days or re-submitted for dating and approval. Prices do not include storage, installation, taxes or tariffs. All orders are subject to a surcharge for prepaid freight—see FREIGHT, next page.

**LEAD TIMES**

The lead time on an order begins when TUOHY's Order Entry Department has verified the validity of the items ordered and has received at our manufacturing facility all COM materials supplied by others.

**ORDERING INFORMATION**

Specify all items by their product number, noting the quantity, finish color, tagging information and all other specifications called for within the price schedule.

The product number will prevail in the event the product number and description differ. All orders must be in writing and shall be deemed accepted when the General Office in Chatfield, Minnesota issues a written acknowledgement. We are responsible only for agreements, commitments, and obligations authorized by an officer of TUOHY Furniture Corporation, and not for any agreement between a selling agent or other third party and the buyer.

**ACKNOWLEDGEMENT**

Every order will be acknowledged. Orders will be manufactured and invoiced based upon the information on the acknowledgement. If there is any discrepancy, please notify TUOHY Furniture Corporation immediately. Failure to notify TUOHY of a discrepancy within five (5) days will constitute acceptance of the order as acknowledged. All acknowledgments will contain current lead time information. If for some reason the buyer does not want it early, please list a Do-Not-SHIP-Before date.

We are not responsible for delays in scheduling or failure to make scheduled shipping date due to strikes, lockouts or other labor complications, war, riots, Acts of God, fires, accidents, restraints affecting shipment or credit, reduced supply or excessive cost of fuel or raw material, delays from suppliers, compliance with Government regulations, or other unforeseen contingencies. When delays in product delivery are caused by the purchaser we reserve the right to draw up to 90% of the contract price and to charge to the purchaser any costs incurred by us.

**CREDIT AND PAYMENT TERMS**

Corporate policy does not allow for automatic open account terms for new customers or for customers whose account is not current. Corporate policy also prohibits credit being extended to individuals or residential accounts. New customers are required to make a deposit for the full value of the merchandise ordered. A credit application will be sent to each new customer. Credit will be established upon review of the responses given by the customer's references and will appear on future order acknowledgements.

New customers are encouraged to begin establishing a credit rating with TUOHY Furniture Corporation prior to placing an order. Our customers are responsible to provide the necessary current and accurate information. We cannot be responsible to follow up on credit references. Upon establishment of an open account, terms are Net 30. 1 1/2% per month service charge will be added to all past due accounts. Accounts that are 90 days past due will be subject to collection proceedings without any additional notice. Please inquire for a packet of Credit information and Procedures from TUOHY Furniture Corporation. Orders will not be processed for past due accounts until the amount due, including any service charges, is paid in full. Standard product orders exceeding \$50,000 net will require a down payment of 33%. Custom orders will require a down payment of 50% and will not be scheduled for production until the down payment is received. A bank letter of credit may be required for any order over \$50,000.

**WARRANTY**

All merchandise is manufactured in accordance with our high industrial and design standards and is warranted to be free from defects of material and workmanship for a period of ten (10) years from the date of delivery or placement in storage, two (2) years on all electrical components on adjustable mechanisms, and one (1) year for gas cylinders and task lights. This warranty covers goods under normal use and in service under conditions for which the merchandise was designed. All products must be placed in an environment consistent with that described in 'Storage by the Owner'.

Products are manufactured, shipped and installed specifically for each project and client. As such, return of products, for whatever reason, is not practicable and not permitted. Our obligation during the warranty period is limited to repair or replacement at our option.

Wood surfaces must be cleaned only with water or an ammonia-based cleaner; use of other cleaning agents will void this warranty.

This warranty becomes null and void on any goods repaired or altered by any person not so authorized by TUOHY Furniture Corporation or any merchandise which has been subject to misuse, improper storage, negligence, or accident. Natural rubber products placed directly on our wood finish may cause discoloration of the finish and will void this warranty. No warranty is made when products are acquired for personal or residential purposes. We make no other warranties, either expressed or implied as to any matter whatsoever, including without limitation, the condition of the merchandise, its merchantability, or its fitness for any particular use or purpose. All claims will be processed by the Customer Service Department.

**CHANGES AND CANCELLATIONS**

All prices and ship dates published or quoted regard items only as specified. We reserve the right to adjust our prices and ship dates on any change in specifications. TUOHY Furniture Corporation will make every reasonable effort to stop production, scheduling shipments, etc., upon receipt of written notification of changes, cancellations, or deferments of delivery. TUOHY will assess charges to the customer for change orders, cancellations, and delivery deferments as stipulated in the following:

**Cancellation Policy:**

All Tuohy Furniture products are made to order. Prior approval is required to cancel any order. A cancellation fee of 20-100% will be applied based on the order status. Cancellation of special orders will incur an engineering labor fee plus the 20-100% fee based on manufacturing.

**Change Order Policy:**

Tuohy Furniture will make every attempt to honor any reasonable change order request provided that the request is received prior to the start of production. A minimum charge of \$200 net will be applied to cover all administrative costs. There may be additional costs associated with engineering labor required to complete the change. All post-production change requests will include the \$200 net administrative fee plus any applicable engineering and restocking fees.

**PACKAGING**

TUOHY pricing includes packing for North American shipment. Whenever possible, TUOHY will blanket-wrap your order; otherwise, all products will be packaged. Only environmentally safe packing materials are used. Large furniture pieces will be packed with wood reinforcements for added protection. For special packaging, crating or overseas shipment, please contact our Customer Service Department.

**FREIGHT**

All product is shipped FOB factory, and with what in TUOHY’s judgment is the best carrier. All orders are acknowledged with an approximate ship date.

All orders under \$10,000 List are subject to a minimum order charge of \$175 net (\$150 net for **GSA**). 902 Series chairs are exempt from this charge.

Non-Seating:

All orders *not in Texas* will be charged a freight/handling fee equal to 3% of net. Orders *in Texas* are subject to terms negotiated through the regional TUOHY representative.

Seating:

Freight/handling fees are charged on a regional basis, as shown in the map below.

These fees are pre-calculated and prepaid by TUOHY and added to the invoice at the time of shipment. Should additional charges be incurred by TUOHY due to delivery issues (non-dock, re-delivery, etc.) after initial billing, the customer may be liable for those additional charges.

The title of goods changes when merchandise leaves TUOHY’s dock. Any subsequent freight damage and all freight claims are the responsibility of the purchaser or consignee to report to the carrier promptly upon receipt and the settle with the carrier.

**DELIVERY**

TUOHY Furniture Corporation will select the method of shipment, carrier and routing. Carrier selection is solicited to provide the best service to each customer in their particular location. When all applicable charges, surcharges and freight/handling fees are accepted, shipments will be sent prepaid, FOB Chatfield, Minnesota. TUOHY Furniture Corporation’s liability ends when the carrier issues a receipt to TUOHY Furniture Corporation, which is an acknowledgement by the transportation company that the shipment has been received by the freight company in good condition. Title of the goods and risk of loss transfers to the buyer. The order shall be considered complete. Prepaid freight does not change the F.O.B. status of the product and risks involved in the shipment. We reserve the right to make partial shipments. Invoices relevant to the partial shipments are payable as they fall due.

**TRANSIT DAMAGE AND CLAIMS**

All merchandise is packed to comply with carrier requirements. All shipments must be carefully inspected for visible and concealed damage upon arrival.

Visible Damage: All visible damage or shortages must be noted on the carrier receipt and signed by the delivering driver. Do not sign the receipt until the visual inspection is complete at the time of delivery.

Concealed Damage: All cartons must be opened and inspected prior to signing the bill of lading. Concealed damage must be reported to the delivering carrier. Request an immediate inspection. Hold packaging pending the inspection. Do not move merchandise from the receiving area.

Caution: When a clear receipt is obtained by a carrier, the carrier is no longer responsible for damages or shortages. Damaged freight cannot be refused by the consignee (buyer). Processing claims for damages and shortages are the responsibility of the buyer. At no time can claims be deducted from our invoices.

**STORAGE BY THE MANUFACTURER**

No shipment can be postponed by the customer. TUOHY reserves the right to transfer products to storage. Such transfer to storage shall be deemed delivery to the customer and an invoice for the products will be issued at that time. Long-term storage (over 30 days) is subject to surcharge.

**STORAGE BY THE OWNER**

Due to the inherent nature of wood products, we cannot guarantee any product stored or set in place in an environment where temperature and humidity are not controlled. Temperatures must be maintained within a range of 50-80°F (or 10-27°C); the relative humidity must be maintained between 25 and 40%. These conditions are also recommended for human health standards.

**MISCELLANEOUS**

All merchandise shown in our catalog is the property of TUOHY Furniture Corporation. We reserve the sole right to manufacture and distribute it.

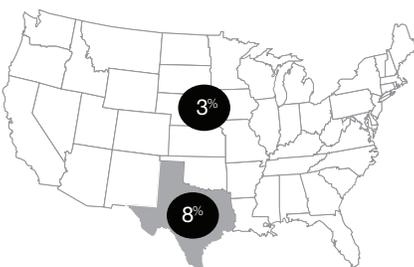
All patterns, tools, and designs developed for the production of any product will remain the property of TUOHY Furniture Corporation. All published dimensions are approximate and if the exact sizes are critical, we suggest that you request actual measurements.

Price list data supersede all other specifications, whether verbal or written, and may not be altered without the written consent of an officer of TUOHY Furniture Corporation.

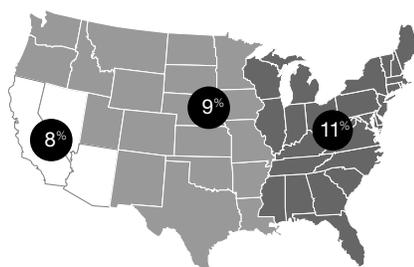
Stenographic and clerical errors on any agreement, publication, correspondence, price list, or product literature pieces are subject to correction at any time without notice.

Due to variations beyond our control, all wood and upholstery products are subject to slight variations in color, texture, and grain. Crotch-figured woods, burls, and bird’s eye figured woods have a tendency to show movement in the grain because of excessive end grain exposure and random orientation of the grain. Additional veneer backing is applied to these veneers to minimize such movement. This natural phenomena can be expected and should not be deemed defective. It will not impair the performance of the product and will not be considered as a warranty issue.

**Non-Seating** Freight/Handling Fees



**Seating** Freight/Handling Fees



Alaska, Hawaii, Canada, Mexico: **Quote required**  
**GSA:** Reduce rates above by 2 percentage points.

**UPHOLSTERY**

Fabric and leather upholsteries are graded into all pricing for seating products. Customers may choose from TUOHY Upholstery Lines, Partnership Programs, and, Customer's Own Material (COM) or Customer's Own Leather (COL).

**TUOHY Standard Upholstery Lines:** Use the following pricing grades for standard upholstery offerings:

Leather:	Lena	L1
Faux-Leather:	Silex	F3

**Upholstery Partnership Programs:** TUOHY has partnership programs with DesignTex, KnollTextiles, and Maharam such that their approved upholstery products are graded into TUOHY's pricing. Please refer to the Upholstery Partnerships PDF online (click on the image below) for evaluation and grading. Additional partner programs will be announced as they become available.



**COM/COL:** TUOHY accepts COM fabrics and COL leathers for consideration on its products. To verify suitability of your selection, inquire with Customer Service for information from our Fabric Analysis Program. Upholsteries not listed in this program must be submitted for approval prior to acceptance of an order; submit a 12 x 12 sample prior to entering your order. Your purchase order must include an upholstery specification that has been approved by TUOHY.

All COM/COL requirements are based on whole pieces of material; split shipments are not allowed. We are not responsible for COM/COL upholstery wear, defects, or its appropriateness.

COL leather requirements are listed in square feet and based on hides that are 40 square feet or larger. For hides below 40 square feet add 15% to the footage requirements; for calf hides below 30 square feet add 30% to the footage requirements.

Our pricing includes labor for applying upholstery and is based on applying only one type of color way per item of furniture, with no specific relationship between the pattern or weave of the upholstery material and the configuration of the item of furniture.

A surcharge not to exceed 15% of the COM price will be added when vinyl is used and/or multiple upholsteries or colorways are applied to the same product. These circumstances may create the need for additional yardage; contact Customer Service for details prior to ordering.

If additional labor is required because of unique characteristics of the fabric, a special quote will be required.

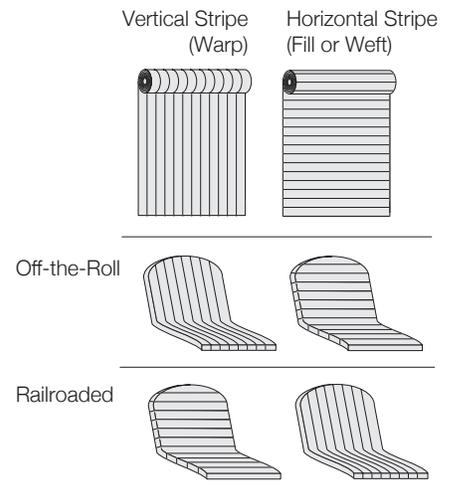
Fabric/vinyl yardage requirements and leather square footage requirements are shown throughout this price list. Fabric and vinyl requirements are based on upholstering one unit, using a single, continuous 54-in wide material, off-the-roll, with minimal (under 2-in) repeat in any direction. Inquire about lower per-unit yardage requirements on orders of more than one unit.

Verify whether individual product listings in this price schedule call for greater allowances for this additional yardage.

Patterned fabrics and vinyls may be railroaded on request but are subject to a surcharge and/or additional yardage requirements.

Seams will be required when the product application width is greater than the usable roll width, whether off-the-roll or railroaded.

**Table 1: Pattern Direction**



**Fire Rating:** All upholstered pieces pass Cal-117. For Cal-133 or Boston Fire, contact Customer Service at (507) 867-4280.

*UPHOLSTERY* (cont.)

Additional yardage may be required if roll width is less than 54 inches or a pattern requires matching due to repeat. The chart at right will be helpful as a general guide. Please confirm with our Customer Service Department on specifics regarding selections for your project. Changes in yardage requirement will affect upholstery grading in TUOHY Upholstery Partnership Programs.

Note that repeat is the sum of horizontal and vertical repeats; headings are listed in inches:

**Yardage and Grade Adjustments**

Roll Width	HORIZONTAL + VERTICAL PATTERN REPEAT							
	<2	2-10	11-20	21-25	26-30	31-35	36-40	41-45
54	0%	10%	15%	20%	25%	30%	35%	40%
51-53	15%	20%	25%	30%	35%	40%	45%	50%
48-50	30%	35%	40%	45%	50%	55%	60%	65%
45-47	45%	50%	55%	60%	65%	70%	75%	80%
36-44	60%	65%	70%	75%	80%	85%	90%	95%

Quoted delivery dates run from the date on which we receive your material. Excess fabric will not be returned or stored unless specifically requested in writing with your order; freight to be collect.

**Ship-To Addresses**

The destination for COM/COL materials and memo sample submissions varies by product line. Please consult individual product listings and look for these graphical keys for identifying the correct address.

Please provide tagging information as needed for your project.



**COM/COL Materials:**  
 TUOHY Furniture Corporation  
 Upholstery Receiving Dept  
 13715 S Western Ave  
 Gardena, CA 90247-2515

All seating except 902, Bau, Draped and Pleat

**Memo Samples:**  
 TUOHY Furniture Corporation  
 Memo Receiving Dept  
 1224 W 132nd St  
 Gardena, CA 90247-1506



**COM/COL Materials & Memo Samples:**  
 TUOHY Furniture Corporation  
 P1 Upholstery Receiving  
 42 Saint Albans Place  
 Chatfield, MN 55923-1457

902 and Bau  
 All casegood fabric panels & bench pads  
 All conference table top inserts



**COM/COL Materials & Memo Samples:**  
 TUOHY/Realfarm Technologies  
 5-1870 Albion Road  
 Toronto ON, Canada M9W 5T2

Draped and Pleat

**WOOD SPECIES & FINISHES**

Standard pricing in this book regards all Wood1 Species, Cuts, and Colors and all Wood1 Solid Colors.

Finishes shown below are standard offerings from TUOHY. Custom colors and stains-to-match are subject to an upcharge per order of 5% net or \$400 net, whichever is greater. High fill finishes and some custom colors or special treatments may require a project quote; please inquire with Customer Service.

Verify the lead time on all non-standard finishes; quoted lead times commence upon receipt of an approved finish sample.

**Wood Solid Colors**

**Wood1**

Satin White	PT17
Satin Ebony	PT24
High Gloss White	PTG1
High Gloss Ebony	PTG2

Solid Color finishes have MDF cores and are suitable for all surfaces except table tops and work surfaces. High Gloss Solid Color finishes have a smooth but non-polished, high luster presentation.

**Wood Species, Cuts, and Colors**

<b>Wood1</b>	Satin Open (Std)	Species	Cut	Solid Edge Available?
Light Anigre	AN89	Anigre	Quartered-Plain	Yes
Blanco Ash	AS22	Ash	Plain-sliced	Yes
Whitened Oak	BS28	Oak	Reconstituted	Yes
Light Cherry	CH45	Cherry	Plain-sliced	Yes
Medium Cherry	CH49	Cherry	Plain-sliced	Yes
Dark Cherry	CH53	Cherry	Plain-sliced	Yes
Medium Mahogany	MH95	Mahogany	Plain-sliced	Yes
Dark Mahogany	MH97	Mahogany	Plain-sliced	Yes
Light Maple	MP57	Maple	Plain-sliced	Yes
White Maple	MP61	Maple	Plain-sliced	Yes
Medium Sapele	SP73	Sapele	Ribbon	Yes
Catalan Walnut	WL33	Walnut	Plain-sliced	Yes
Scandia Walnut	WL35	Walnut	Plain-sliced	Yes
Sumatra Walnut	WL79	Walnut	Plain-sliced	Yes
Mezzo Walnut	WL80	Walnut	Plain-sliced	Yes
Tangiers Oak	WO38	White Oak	Rift	Yes

\* **Neutrals Collection** finishes subdue some of the coloration naturally occurring in veneers to bring out complex and subtle, smokey and grayed hues in the wood. The neutralizing process is subject to the same variations in color as all veneers, and slightly more due to the neutral palette. Large format finish samples should be evaluated on a project basis. Usage: Neutrals colors are available for **casegoods** and **tables** only.

<b>Wood2</b>	Satin Open +5%	Species	Cut	Solid Edge Available?
* Gray Anigre	ANX3	Anigre	Plain-sliced	Yes
Mateo Gray	BS30	Oak	Reconstituted	No
* Muted Cherry	CHX5	Cherry	Plain-sliced	Yes
Flamed Black	FB14	Oak	Reconstituted	No
Flamed Gray	FG11	Oak	Reconstituted	No
Flamed Sand	FS10	Oak	Reconstituted	No
Flamed White	FWX9	Oak	Reconstituted	No
Sand Oak	SOX6	Oak	Reconstituted	No
Striped Sand	SSX2	Oak	Reconstituted	No
* Sable Walnut	WL12	Walnut	Plain-sliced	Yes

**WOOD FINISH MAINTENANCE**

For daily cleaning, TUOHY recommends using only warm water or a reputable, ammonia-fortified glass cleaner. Lightly apply the water or glass cleaner directly to the finish surface and wipe clean with a cotton or non-abrasive cloth, wiping in the direction of the wood grain. Polishes, waxes, and top oils are not recommended because they tend to build-up on the surface and distort the naturally clear, bright appearance of the TUOHY finish!

**Other Species on a Project Basis**

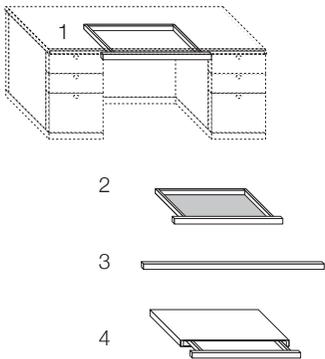
- |                                    |                                       |                            |                           |                           |
|------------------------------------|---------------------------------------|----------------------------|---------------------------|---------------------------|
| <i>Amboyna Burl</i>                | <i>Ebony FC</i>                       | <i>Makore</i>              | <i>Notra Crotch</i>       | <i>Sucupira</i>           |
| <i>Anigre Figured</i>              | <i>English Sycamore</i>               | <i>Maple FC Curly</i>      | <i>Oak Cluster</i>        | <i>Sycamore QC</i>        |
| <i>Anigre Figured Block Mottle</i> | <i>Eucalyptus QC Figured</i>          | <i>Maple Cluster</i>       | <i>Pearwood</i>           | <i>Thuya Burl</i>         |
| <i>Anigre Non-Figured</i>          | <i>Eucalyptus FC Non-Fig.</i>         | <i>Maple QC Quilted</i>    | <i>Planetree</i>          | <i>Tigerwood</i>          |
| <i>Avodire QC Figured</i>          | <i>Hickory</i>                        | <i>Moabi Pommele</i>       | <i>Redwood</i>            | <i>Walnut QC Figured</i>  |
| <i>Beech</i>                       | <i>Imbuva Burl</i>                    | <i>Movingue QC Figured</i> | <i>Santos Rosewood FC</i> | <i>Walnut QC Non-Fig.</i> |
| <i>Birch</i>                       | <i>Lacewood</i>                       | <i>Mozambique QC Fig.</i>  | <i>Santos Rosewood QC</i> | <i>Wenge QC</i>           |
| <i>Bubinga Pommele</i>             | <i>Madrone Burl</i>                   | <i>Mozambique QC</i>       | <i>Sapele Pommele</i>     | <i>Zebrawood</i>          |
| <i>Cerejiera Crotch</i>            | <i>Makore QC Figured Block Mottle</i> | <i>Mozambique</i>          | <i>Sapele QC</i>          |                           |
| <i>Ebony QC</i>                    |                                       | <i>Myrtle Cluster</i>      | <i>Satinwood QC Fig.</i>  | <i>...and more.</i>       |

*METALS, GLASS, STONE & HPL*

The materials and finishes shown below are standard selections from TUOHY.  
Please inquire about use of customer's own materials not shown here.

Metal	Brushed Nickel	MBN
	Brushed Stainless Steel	MBSS
	Polished Aluminum	MPA
	Polished Chrome	MPC
	Resin Black	MRB
	Resin Black Matte	MRBM
	Resin Brushed Aluminum	MRBA
	Resin Brushed Aluminum with Steel Tint	MRBAS
	Resin Brushed Steel	MRBS
	Resin Satin Aluminum	MRSA
	Resin Thunder Gray	MRTG
	Resin White	MRW
Glass	Low Iron Glass, (non-tinted)	Low Iron
	Low Iron Glass, Back-Painted Black 0.25th	S.BLK
	Low Iron Glass, Back-Painted White 0.25th	S.BWT
	Low Iron Glass, Acid-Etched BP-Black 0.25th	GAB
	Low Iron Glass, Acid-Etched BP-White 0.25th	GAW
	Ocuwrite White 0.25th	O.BWT
	Ocuwrite Castlegate Gray (Laminated) 0.25th	O.LCG
	Ocuwrite Cool White (Laminated) 0.25th	O.LCW
Ocuwrite Stone Harbor (Laminated) 0.25th	O.LSH	
Acrylic Solid Surface	Avonite® 8256 Polaris, Matte	Matte White
	Avonite® 8256 Polaris, Polished	Polished White
Quartz	Cambria®	All std colors; excl. Matte™ & Luxury Design Series
Natural Stone	Carrara Marble	Carrara
HP Laminate	Formica® 949 White	949 White

*DRAWERS FOR LAP AREA*



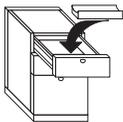
	Product No.	List \$
Lap Drawer (1)	70MKA00	792
Lap Drawer with Liner (2)	70MKA01	941
Fascia-6 feet/Field Cut (3)	70PCF00	336
Lap Drawer, Encased (4)	70MKA02	1173

All desks are available with optional pencil lap drawers. TUOHY will automatically size your lap drawer to the kneehole space available, ensuring complete, side-to-side fit of the drawer face. All inner lap drawer parts are solid birch with birch plywood bottoms; all include a birch pencil tray. Exterior wood parts will match the desk unit (see Option below for Atheneum).

Option  
For Atheneum Frieze Detailing, change 70 prefix to 69, add \$106.



*DRAWER PENCIL TRAY*

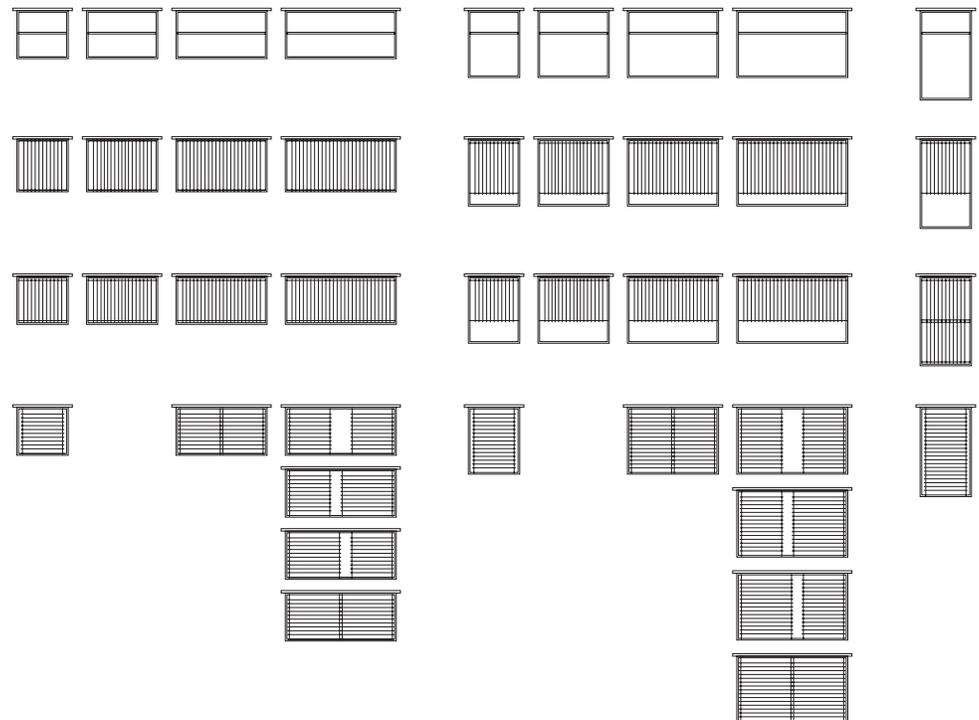


	Product No.	List \$
Pencil Tray	70MAA00	145

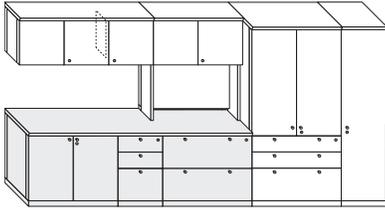
Solid birch pencil trays are intended for use in any box drawer of an 18 inch wide pedestal. (Atheneum users: Use this option in a user's pedestal when employing a Pull-Out Shelf on the visitor's side).

*DRAWER LAYOUTS*

See individual casegood price lists for detailed file drawer layout diagrams.



LOCKS



	Specify	List \$
Door/Cabinet Lock	Option LD	194
Drawer Gang Lock	Option LG	269

Locks are included on all private office modular pedestals, desks, runoffs and freestanding credenzas and optional on all towers, hutches, and wall hutches.  
 Locks are optional on all conference room casegoods.  
 All locks are face-mounted and are available with removable lock cores.  
 Lock color will be compatible with the pull hardware selection you make.  
 One door lock is required per cabinet area; hence, double cabinets require only one lock.  
 Gang locks are provided for all drawers within a pedestal.  
 Pencil drawers and pull-out shelves do not lock.

<<The illustration indicates placement of optional locks for towers, hutches, and wall hutches (in white).

TUOHY is one of only a few high-end manufacturers to have been certified and not use UV-cured finishes. The TUOHY finish enables its products to have a clear, natural look while remaining repairable many years later, apart from its production facilities.

For FSC® certification (FSC-C017472), please request FSC material, add 3%.

For Indoor Air Advantage product, please request Indoor Air Advantage material, add 4%.