

EFFECTIVE JANUARY 1, 2008

**add 5%**

TO ALL PRICES IN THIS PRICE LIST

# General Information

## Woods/Veneers

All solid woods and veneers used on exterior surfaces are #A select grades. Plain sliced American Walnut, White Oak, White Maple, and Cherry, applied in a "reverse slip match" fashion resulting in a balanced appearance, as well as slip match Sapele (Mahogany), are the standard veneers used. Ash Burl, Birdseye Maple, and Crotch Mahogany veneers are standard on selected products only. Anigre veneers are available at an upcharge. Every effort is made to match solid wood and veneer of like color and grain, however, since wood is a natural material, some variation in grain, color, and character may occur. This variation is not considered a defect.

Arnold wood sample color chips are dated, and only chips dated with the current year should be used. If older samples are used, please send the sample used with the purchase order for proper color adjustment.

## About Woods

Arnold would like to take this opportunity to point out to its customers several of the distinguishing characteristics that make wood such a unique material with beauty and charm:

-- No two trees are exactly alike, and as a result, natural variations in color and tone are to be expected

-- Solid woods and veneers accept stain in varying degrees, thereby contributing to slight differences in shading

-- Woods are highly susceptible to color changes from exposure to light, particularly from the ultra violet rays. Cherry is extremely photo sensitive. It is recommended that the end user be instructed to avoid placing wood products in areas with prolonged exposure to direct sunlight. This will help to minimize, though not eliminate, color changes.

-- Properly maintained levels of humidity in the environment where the furniture is placed should also minimize instances of warping, checking, and cracking of veneers and solids. Fluctuations in humidity and temperature may cause panels and solid wood components to expand and contract, and may lead to panel warpage and finish checking or cracking. Prolonged exposure of furniture to dry heat during winter months should be avoided.

A minimum humidity level of 45% in climate controlled buildings is very important for the proper care of natural wood products.

**Note:** Due to the nature of Burl and Crotch veneers, the temperature and humidity of the environment into which the product is placed may cause change to the face veneer. Arnold cannot be held responsible for checking and/or shrinkage that may occur over the course of time.

## Wood Finishes

Arnold offers a substantial number of different stains on White Oak, Walnut, Sapele (Mahogany), Cherry, Anigre and White Maple solid woods and veneers. A "seven step" open pore finish is standard. It is a rich, lustrous, water and alcohol resistant, 40° satin sheen, multi-coat pre-catalized top coating applied over a "hand rubbed" wiping stain. Color consistency is maintained by constant comparisons to "control panels" at every step in the finishing process.

95% Closed Pore (CP) finishes are standard on all traditional and transitional tops for tables and casegoods.

### Standard Arnold Finishes are:

Royal Walnut #101  
Cordovan Walnut #102  
Senator Walnut #104  
Cappuccino Walnut #105

Natural Oak #200  
Harvest Oak #201

Mahogany #300  
Cherry Mahogany #301  
Scarlet Mahogany #303

Medium Cherry on Walnut #400  
Light Cherry #401  
Victorian Cherry #402  
Red Cherry #404  
Classic Cherry #406  
English Cherry #408

Natural White Maple #700  
Pear Wood on Maple #701

\* Light Anigre #603

\* Items in Anigre veneer are available at an upcharge.

When placing orders for products made by two or more Arnold companies that are to be used in the same area (office), please indicate "finish together" on your purchase order, and verify our acknowledgement of this requirement.

## Plastic Laminates

Most products offered by Arnold are also available with laminate tops, at no additional charge, in any color or texture of your choice from Pionite, Nevamar, Formica, or Wilsonart.

### Wood Matching Laminate

#101	Telltale Walnut / Nevamar WW0001N Hi Lustre
#102	Figured Mah./ Wilsonart 7040A-7
#104	N/A
#105	Witchcraft / Pionite WX421-H Hi Brite
#200	Sherwood Oak / Pionite WO891-H
#201	Golden Ash / Nevamar W-8-110T
#300	Crest Mah. / Nevamar W-8-343PV
#301	N/A
#303	N/A
#400	N/A
#401	Wild Cherry / Wilsonart 7054-7
#402	N/A
#404	N/A
#406	N/A
#408	N/A
#603	N/A
#700	Fusion Maple / Wilsonart 7909-7
#701	N/A

## Special Wood Finishes

Arnold provides its customers finish matching capability. Customer must submit a 3 x 3" sample of the finish to be matched. The amount of upcharge is based upon the following criteria:

### -- Special wood finish

On charges of \$1000. list or less +15%.  
\$75. net minimum upcharge.

On charges of \$1001. to \$5000. list +10%.  
On charges of \$5001. or more list + 5%.

-- Color and texture match of closed pore finishes: + 25%

-- Closed pore finish (top surface only) on any Arnold standard wood stain: + 10%

-- Buffed/polished appearance: call factory for pricing

-- Finish matches requiring bleaching will result in an additional upcharge. The factory reserves the right to make the final determination.

Please note, that unless otherwise agreed, closed pore finishes will be done on horizontal work surfaces only.

### Special and Custom Items

**Arnold has the ability, through its flexible manufacturing policy, to produce custom office furniture, or modify any existing Arnold line to meet the user's requirements. Please submit your plans and specifications for a quotation. All sales on custom or specially modified items are final. A 50% deposit is required when the order is placed, whether or not credit is established with Arnold. These orders cannot be cancelled once the manufacturing process has started.**

## Natural Stones

Marble and Granite tops are available on selected tables. They can be either inlaid or overlaid (no wood edge). Please refer to the individual product sections to determine which products are available with stone tops. Stone tops may also be specified on casegoods; request quote.

### Marbles

Dark Emperador (Brown)  
Rosso Lavento (Red)  
Verde (Green)  
White Calacatto  
Light Emperador  
Jerusalem Gold

### Granites

Absolute Black (Black)  
Luna Pearl (Salt/Pepper)  
Rosa Porrina (Rose/Grey)  
Black Galaxy  
Blue Pearl  
Dakota Mahogany

Consult factory for other custom stones.

### Options/Accessories

A variety of product options are available including such value added items as refrigerators, computer support peripherals and a variety of Power, Data, and Voice grommets that allow the user to connect and conceal CRT, CPU, and telephone hardware. Compatibility of individual options is noted on each page; a more detailed description of the option appears at the back of the book.

### GSA

Arnold has been awarded several GSA (Government Services Administration-federal) and state contracts. GSA price list and state contract details and procedures are available on our website or on request.

# Conditions of Sale

## Terms

Net 30 days. All prices shown in this price list are list prices, FOB our factories Irvington and Hillside, New Jersey. Prices are effective May 1, 2006 and are valid until superceded. This price list supercedes all previous Arnold price lists.

## Ordering Information

Order directly by mail, fax, or telephone to the Arnold company indicated at the bottom of each page in this price list. Orders for merchandise from more than one Arnold company may be sent to any one of the companies.

Please include the following when ordering:

- 1 - Item name, style number, and description
- 2 - Top size or OA size as shown in price list
- 3 - Type of wood and finish color
- 4 - Variables if applicable, such as left or right
- 5 - Options when desired
- 6 - Indicate if products is to be "shipped together" with other products from other Arnold companies.

Telephone orders must be confirmed by a purchase order. Duplicate orders received not marked "Confirmation" are the responsibility of the buyer.

## New Accounts

Please include three satisfactory credit references, one bank reference, and a 50% deposit with your first order.

## Acknowledgements

Upon credit approval, all orders will be acknowledged by Arnold. Acknowledgements indicate terms of sale, discount rate, buyer's representative, transportation company, approximate shipping date, merchandise ordered, freight cost if applicable, and our acknowledgement number. All prices are FOB factory, blanket wrapped, unless otherwise indicated. Please check the acknowledgement for accuracy, and call Arnold immediately in case of a question or discrepancy. Arnold will not be held responsible on orders placed on the phone without written confirmation.

## Prices

Prices are based on an order as written, and not necessarily on your inquiry or our original quotation. The prices as shown on the acknowledgment are final and will be invoiced on the date of shipment.

## Cancellations and/or Changes

Orders are processed immediately upon receipt, and cancellations or changes can only be made with prior approval of Arnold. A cancellation charge of 10% will be incurred after a period of three working days. Cancellation of "Work In progress" is subject to a 25% charge. Special orders, special finishes, "Quick Ship", and orders marked "Rush" cannot be cancelled. Cancellation of a standard unit after fabrication will incur a 50% charge.

## Shipping Delays

Diligent effort will be made to ship orders for the date acknowledged. We cannot be held financially responsible for delays due to strikes, accidents, raw material shortages or other delays.

## Packing and Shipping

Goods are carefully inspected and blanket wrapped or cartoned before being turned over to the transportation company. All units are shipped assembled except for side returns on L desks and U shaped workstations, resulting in a quick and easy setup at the destination. Conference tables larger than 7' long or 4'6" in diameter, and "add-on" library bookcases are shipped KD. Credenza/hutch units and certain bookcases are shipped with the top unit detached.

## Freight Prices

A separate dock delivered NET price schedule based on a percentage of the product cost appears at the back of this price book. for inside delivery please call factory.

## Damaged Material

The goods are carefully inspected and in good condition when accepted by the carrier. If damage occurs, it is your responsibility to immediately notify the transportation company to make an inspection prior to discarding packaging material. If the packaging material is damaged, you must make this request upon receipt of the shipment. If the damage is concealed, you must make this request when the material is unpacked and save the packing materials.

## Manufacturing Defects

Claims of a factory defect must be verified by a factory representative. Unauthorized deductions from our invoice will not be allowed.

## Generalities

All Arnold casegoods are shipped with heavy duty 1/4-20 tread adjustable nylon glides that permit perfect drawer and door alignment. A strip of wood (a skid strip) protecting the casegoods during shipment must be removed before the glides can be adjusted to meet the contours of the floor. Multi-piece table tops are shipped with "level tights", that allow for a perfectly flush alignment of tops.

## Product Changes

Arnold reserves the right to make changes in design and construction or to discontinue products without prior notice.

## Warranty

Arnold warrants to its initial customers that Arnold products conform to specifications, drawings, samples, or other product descriptions furnished by Arnold, and are of good material and workmanship, free of manufacturing and factory defects, and will function properly under normal use and service for three years if installed by Arnold or an authorized Arnold dealer. However, natural variations in color and grain patterns occur in bent wood, solid wood, and veneers.

The warranty set forth above does not apply to products modified, altered, or repaired by unauthorized personnel, or to products damaged during shipment or installation, or by accident, abuse, alteration, misuse, tampering, misapplication, negligence by others, improper repair or maintenance, fire and/or other casualty. This warranty does not apply to defects in components not manufactured by Arnold.

It is expressly understood and agreed that the customer's sole and exclusive remedy for any and all losses or damages resulting from non-conforming goods, or from any other causes, shall be the repair or replacement of defective parts at the option of Arnold, and that Arnold shall not be liable for damages, for injury to persons or property, nor for replacement of the entire commercial unit, if repair or replacement of defective parts can reasonably render the unit conforming.

SELLER MAKES NO OTHER WARRANTIES, EITHER EXPRESSED OR IMPLIED, AS TO ANY MATTER WHATSOEVER, AND ARNOLD DISCLAIMS ANY WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR USE OR PURPOSE.

No officer, employee, or representative of Arnold has the authority to assume greater liability than that described above.

# Dock Delivery Price List

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## For Arnold Furniture, Arnold Visual, Arnold Action and Arnold Desks

ORDERS OVER \$25000.00 LIST CALL THE FACTORY

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**ZONE ONE**  
NORTHERN NEW JERSEY,  
MANHATTAN, BRONX, QUEENS,  
STATEN ISLAND & BROOKLYN

**3.5% OF FURNITURE LIST PRICE  
IS THE NET FREIGHT COST**  
MINIMUM \$125.00

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**ZONE TWO**  
FAIRFIELD, CT,  
WESTCHESTER, ROCKLAND,  
NASSAU COUNTIES NY,  
SUFFOLK COUNTY,  
SOUTHERN NEW JERSEY

**4% OF FURNITURE LIST PRICE  
IS THE NET FREIGHT COST**  
MINIMUM \$175.00

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**ZONE THREE**  
NEW HAVEN, HARTFORD, CT,  
PHILADELPHIA & PA EAST OF HARRISBURG

**5% OF FURNITURE LIST PRICE  
IS THE NET FREIGHT COST**  
MINIMUM \$190.00

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**ZONE FOUR**  
RHODE ISLAND,  
PA WEST OF HARRISBURG,  
UPSTATE NEW YORK, DELAWARE, MARYLAND,  
WASHINGTON DC, BOSTON &  
MASSACHUSETTS

**5.5% OF FURNITURE LIST PRICE  
IS THE NET FREIGHT COST**  
MINIMUM \$225.00

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**FOR DESTINATIONS NOT SHOWN  
OR FOR INSIDE DELIVERY AND INSTALLATIONS  
PLEASE CALL FACTORY**

Prices shown above represent non-union, straight time delivery.  
Crating charges are included in the price.  
Product may arrive blanket wrapped or crated.  
It is the customers responsibility to make sure that furniture can fit in building and elevator.  
Allow 6-8 days additional to acknowledged shipping date for delivery.

Upcharges will be assessed for the following:

- overtime delivery
- union requirements
- carry-up furniture
- moving of existing furniture
- attempted delievery
- masonite coverage on floors
- disassembly of furniture for narrow doorways or elevators
- special insurance requirements
- over-sized desk (wider than 96")

Due to the uncertainty of energy prices a fuel surcharge may be applicable. Please check our web site for up to date freight information.

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# Literature Request Form

**Arnold Companies**

**Literature Request Form**

*Fax this form to: (973)-399-7638 Attn: Jackie*

<u>Brochures/Literature</u>	<u>Qty</u>	<u>Finishes/Woods</u>	<u>Qty</u>
Introduction to Arnold		101 Royal Walnut	
Conference & Boardroom Tables		102 Cordovan Walnut	
Custom Conf. & Boardroom Tables		104 Senator Walnut	
Console & Occasional Tables		105 Cappuccino Walnut	
Console & Occ. Cutsheet Set		200 Natural Oak	
Reception Desks		201 Harvest Oak	
Courtroom Furniture		300 Mahogany	
Rio Reception Desk Cutsheet		301 Cherry Mahogany	
Nova Casegoods		303 Scarlet Mahogany	
Classic Transitional Casegoods		400 Medium Cherry	
Activa Casegoods		401 Light Cherry	
Encore Cutsheet		402 Victorian Cherry	
Lunette Collection		404 Red Cherry	
Banker Collection		406 Classic Cherry	
Proton Contemporary Casegoods		408 English Cherry	
Traditional Casegoods		603 Light Anigre	
Solar Series		700 Natural Maple	
Kastina Desk & Credenza Card		701 Pearwood on Maple	
Modular Shelving & Library Furniture		<i>or</i>	
Audio Visual Furniture		Complete Set of Samples	
Power & Data Options			
Wood Finish Card		<i>Other Items (Please List Below)</i>	
Stone Finish Card			
Current Price List (2006)			
GSA Pricelist - Arnold Furniture			
GSA Pricelist - Arnold Desks			
Complete Commercial Binder			
Complete GSA Binder			

**Ship To:**

*Please print clearly*


