

RESTORATION HARDWARE

T R A D E

residential | hospitality | commercial

Tuuci Umbrella Reference Information

PRICING / COMPETITION

- ◆ Net price is fixed due to low margin – no negotiating
- ◆ We are competing directly with Tuuci who does sell direct to consumers/trades
- ◆ Do not refer to our umbrellas as “Tuuci”; if customer pushes, say “they make a line for us that’s very similar to...” (Ocean Master, etc.)
- ◆ As of now, the cartons will not be re-boxed, so they will indicate Tuuci’s name upon arrival (we will eventually develop alternate cartons, as our volume increases)

SERVICE

- ◆ Ribs and hub can be repaired or replaced separately

ADDITIONAL SPEC NOTES

- ◆ Offer includes a subset of the RH color palette, due to 3K yardage minimum, standard fabrics are on-hand, so customer does NOT need to send fabric these solids
- ◆ Tuuci can source Sunbrella fabrics if customer wants outside of RH palette (with 3K yardage minimum)
- ◆ If customer wants to use COM, we’ll need to proceed with CFA & quote process, as well as having new sku set up
- ◆ Manual lift (no pulley)
- ◆ Umbrellas should be closed when winds reach 25 mph or greater
- ◆ Country of Origin: Pulls made in Vietnam, Canvas completed in Miami

BASES

- ◆ \$50 surcharge is applied to EACH base
- ◆ Cement, with or without wheels
- ◆ Bronze or Silver
- ◆ 95# suitable for most locations
- ◆ 150# nice to have, good for larger umbrellas
- ◆ Flush mount: drill in-ground

UMBRELLAS

- ◆ Squares – single vent
- ◆ Hexagons – double vent
- ◆ Titan – in ground base only, 13.5’ square & 16.5’ square
- ◆ Bay Master – aluminum, 6.5’ square & 8.5’ hexagon
- ◆ Ocean Master – heavy aluminum, 7.5’ square & 10’ hexagon
- ◆ Durateak – commercial fiberglass wrap looks like wood, over titanium pole, “impervious to weather”, 6.5’ & 7.5’ square, and 8.5’ & 10’ hexagon