



# Sales Associate Training Guide

## Factory Info:

California House

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### **About California House:**

California House is a family owned and operated business that has been manufacturing furniture in Sacramento, California since 1953. We are considered to be the design leader and premier custom-order game room furniture manufacturer in the United States. All products are made in the USA.

California House focuses entirely on game room furniture, including:

- game (poker) tables
- pool tables
- shuffleboard tables
- bistro tables
- gaming, club, & dining chairs
- counter & bar stools
- table tennis tables
- home bars

### **When Introducing California House to a Customer:**

When first introducing a customer to the California House brand, it helps to establish a notion of history and expertise.

- California House is a 66-year-old family owned and operated business - TRUST
- California House specializes in made-to-order game room furniture - EXPERT
- California House is at the forefront of product design and engineering - LEADER
- California House offers the widest variety of styles, finishes, fabrics, and options in the home recreation marketplace - SELECTION

### **The Basics:**

**Wood Selection** - Maple is our primary wood of choice, with many finishes available to compliment your room. We also work with oak and walnut. The hardwoods we use to build our products have been kiln-dried to a specific moisture content to help prevent unwanted expansion or contraction.

**Most Durable Finish** - California House ends our multi-step finishing process with post-catalyzed conversion varnish. Able to withstand everything up to and including nail-polish remover, conversion varnish cross-links onto the wood creating a virtually impenetrable barrier against the outside world.

**Original Designs** - California House has our own in-house team of engineers and designers that continuously research home furnishings, textiles, fashion, electronics, and automobiles to make sure our line is on the forefront of emerging trends. All products are designed by us to be original in the game room furniture marketplace. This is how we got our reputation as the industry's design leader.

## Pool Tables.

### Styles:



Atherton



Austin



Bainbridge



City



District



Loft



Newport



Petaluma

### Two Construction Methods:

- The Atherton, Austin, City, Loft, Newport, and Petaluma all use a massive, semi-hidden chassis that links the base and the slate. The chassis is basically the skeleton around which everything else is constructed and makes a table stronger than any other in the marketplace today.
- The Bainbridge and District tables also use a chassis construction, however the chassis is a decorative feature and acts as the blinds of the table. The slate is dropped down inside the chassis and the rails are bolted to the top of the slate. The rails are 2 ½" wider on the Bainbridge and District, creating a much more substantial appearance perfect for large spaces.

**Pockets:** We offer two types of pockets, depending on the style of table you are looking for. The Atherton, Austin, City, Loft, Marin, Newport, and Petaluma are available with either Internal Pocket or

External Pocket rails. Internal pockets are enclosed within the outer frame, whereas external pockets, which are more traditional, are visible from the outside. About 95% of our tables ship with internal pockets. The Bainbridge and District are available Internal Pocket rails only.



The internal pockets used in California House tables are – BY FAR – superior to any other manufacturer’s pockets. Our pockets are made by us here at the factory using only the finest materials. We use 100% vegetable tanned leather rather than the bonded leather used by everyone else. We also include a black walnut dowel in the bottom of our pockets to create a pleasing “click” sound rather than the “clunk” found in all other brands, and include our signature red straps.

Our significantly upgraded internal pockets are standard on all internal pocket California House tables and proprietary to our brand. Available in black or brown.



**Sizes:** The Atherton, Austin, City, Loft, Marin, Newport, and Petaluma are available in 7', 8', Pro 8', and 9'. The Bainbridge and District are available in 7', 8', and Pro 8' only.

**Slate:** 1" thick, diamond honed, three-piece matched and backed slate.

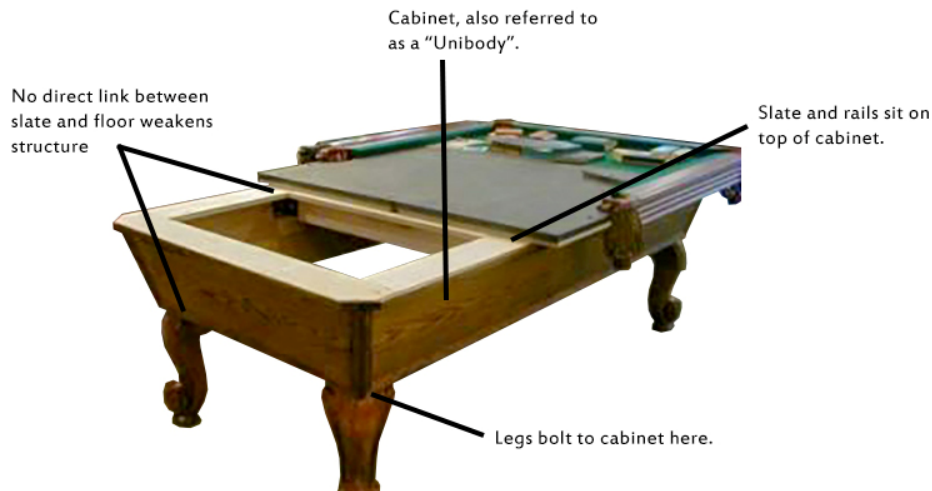
**Cushions:** K66 profile, 72% natural gum rubber with a 48-52 durometer. Guaranteed plus or minus 4/1,000ths of an inch variance in the overall dimensional stability of each billiard cushion from one end to the other.

**Sights:** All tables come standard with diamond shape pearlized mother-of-pearl sights.

### **What Separates California House Pool Tables from the Competition:**

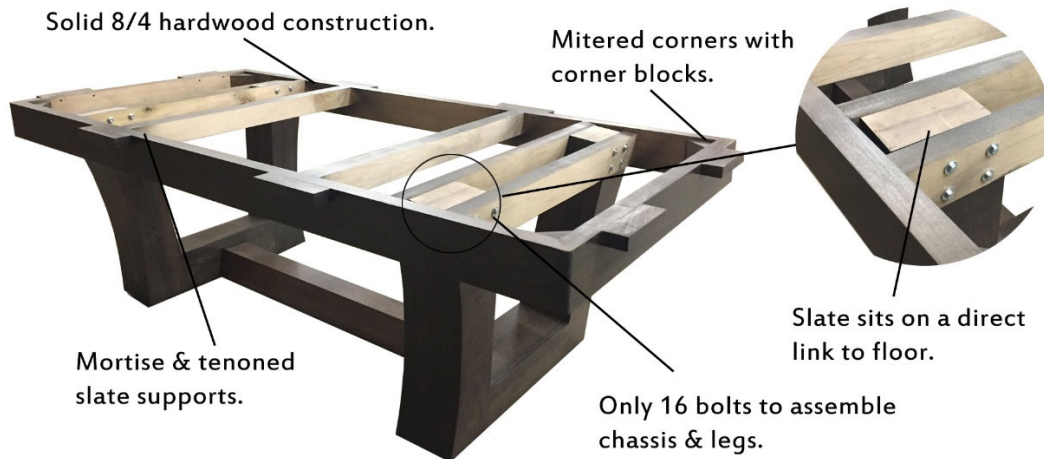
Most pool tables today are engineered around a cabinet (also called a Unibody™), where the slate and rails sit on top of a constructed cabinet and the legs bolt to the bottom. This is what gives pool tables their "traditional" shape, as seen below. It can take anywhere from 90 to 200 screws and bolts to hold many of these tables together(!).

### **Competitor's Tables:**



### **Our Tables:**

California House pool tables are designed and engineered differently. Primarily, we wanted to visually eliminate the heavy appearance in the middle of the table and get rid of the short, stubby legs. Next, we wanted to build a much stronger table by eliminating many of the brackets and connectors required to assemble our competitor's products. And finally, we wanted to make the table simpler, believing that better design takes away all that is unnecessary.




As you can see, our internal chassis construction provides a direct solid-hardwood link between the slate and the ground. Because the one-piece chassis is fully assembled and precision leveled at the factory using massive 8/4 hardwood with mortise and tenon joinery, all bolts are eliminated except the few thru-bolts fastening the legs to the chassis itself. Assembly is much easier, faster, more accurate, and stronger.

**Pool Table Room Sizing Chart:** Room sizes required for playing with various length cues. Our standard play-package uses 57" cues.

Table Size	Playing Area	48" Cue	52" Cue	57" Cue	60" Cue
7'	38" x 76"	15'4" x 12'2"	16' x 12'10"	16'10" x 13'8"	17'4" x 14'2"
8'	44" x 88"	16'4" x 12'8"	17' x 13'4"	17'10" x 14'2"	18'4" x 14'8"
Pro 8'	46" x 92"	16'8" x 12'10"	17'8" x 13'6"	18'2" x 14'4"	18'8" x 14'10"
9'	50" x 100"	17'4" x 13'2"	18'4" x 13'10"	18'10" x 14'8"	19'4" x 15'2"

**Pricelist Example:**

POOL TABLES					(Options & Pricing on Pages 8 or 28)				
Illustration	Collection	Size	Pocket Type	OrderCode	Dimensions (L x W x H)	ShipWeight	Cu.Ft.	Cartons	Maple Cost
	AUSTIN	7'	External	P3978E-AUS	89" x 50" x 32"	649	37.3	9	Price
			Internal	P3978I-AUS	91" x 52" x 32"	686	39.1		Price
		8'	External	P4488E-AUS	99" x 55" x 32"	792	43.8	9	Price
			Internal	P4488I-AUS	101" x 57" x 32"	817	45.7		Price
		Pro 8'	External	P4692E-AUS	103" x 57" x 32"	819	46.9	9	Price
			Internal	P4692I-AUS	105" x 59" x 32"	845	48.8		Price
		9'	External	P50100E-AUS	111" x 61" x 32"	843	51.9	9	Price
			Internal	P50100I-AUS	113" x 63" x 32"	866	54.1		Price

**Pool Table Options:**

Cloth (Bed & Rails)	All		\$450
Pool Table Play Package	All		\$777
Black Opulent Sights	All		\$150
Slate Delete (No Slate)	All		-\$405

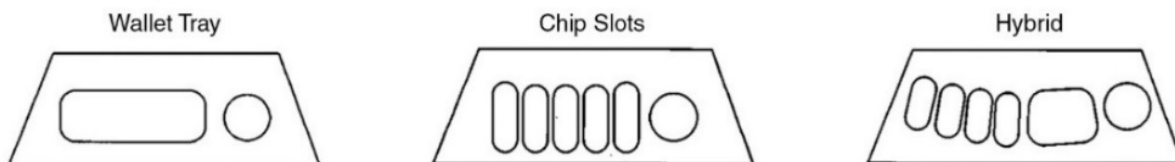
**Game Tables.**

California House manufactures three types of game tables:



### Reversible Top Game Tables:

- 2-in-1 with a storage area beneath a reversible dining / poker top, **OR**
- 3-in-1 with a bumper pool surface beneath the same reversible dining / poker top.
- Both the storage and bumper pool play surface are 1" thick MDF.
- Feature a padded playing insert upholstered in 21oz billiard cloth that has been bathed in Teflon for stain resistance.
- **Sizes available:** 42", 48", 54", 60", 66"
- **Shapes available:** Round and Octagon shapes. Always check the price list or website for availability as not every style is available in every size / shape.
- **Player segments:** Our reversible top game tables are made with segments (player positions) that are able to be customized.
  - Wallet tray segments are ideal for gamers that play with physical money and coins.
  - Chip slots are ideal for those that play with poker chips.
  - Hybrid segments are ideal for players that like the freedom of using both.



### Texas Hold'em Tables:

- Feature a padded playing insert upholstered in 21oz billiard cloth that has been bathed in Teflon for stain resistance, removable stainless cup holders, a padded elbow rail, and wood racetrack around the padded insert for poker chips.
- Non-reversible top. Dining top option sold separately.
- **Sizes available:** 42" x 72" (single pedestal, 6 or 8 players) or 46" x 96" (double pedestal, 8 or 10 players).
- **Shapes available:** Oval only.



**Professional Texas Hold'em Tables:**

- Features a padded playing insert upholstered in 21oz billiard cloth that has been bathed in Teflon for stain resistance, removable stainless cup holders, a padded elbow rail, and carved chip slots around the perimeter of the table.
- Top is non-reversible. Dining top option sold separately.
- **Sizes available:** 60" , 6 or 8 players.
- **Shapes available:** Round only.

**Styles Available: (Note: Available on all types of game tables.)**



Aptos



Atherton



Austin



Bainbridge



City



Clubhouse  
Fixed Top



Glen Ellen



Hillsborough



Loft



Petaluma



Venice

### **Why are California House Game Tables better than the competition?**

- California House uses only the finest hardwoods. High Altitude Red-Leaf Maple is our standard hardwood of choice.
- Each of the segments of the game table are joined together with two massive ½” thick dowels and a biscuit, as well as engineered to accept high strength mastic.
- Our sub-top cross support is a massive 4” x 1 3/4” laminated hardwood beam construction, far larger and stronger than all other manufacturers.
- All California House game tables feature hand-made buttons, or stand-offs, to cradle the dining/poker surface and eliminate peel off commonly found on lower-end tables.
- Our tables are available standard with your choice of 19 Dupont® Teflon™ treated cloth colors that resist spills and stains.
- All Game Tables feature adjustable leveling glides under the feet to allow the table to remain level and stable in a majority of conditions.
- California House offers BY FAR the largest selection of Game Tables on the market today, designed by us to be unique.

### **How to Order Your Game Table:**

We try to make everything we do easy to use. The ordering process is no different. An example of how to order, and how an item is shown in the price list is shown below.

The order code is broken down into: Size-Shape-Style-Type

Example: T54-RND-AUS-GS

T54 = Table 54” Diameter (Size)


RND = Round (Shape)

AUS = Austin (Style)

GS = Reversible Top with Game Storage (Type)

# AUSTIN GAME TABLES

(Options Pricing on Pages 7 or 9)

Illustration	Type	Size	Shape	OrderCode	Height	COMYds	ShipWeight	Cu.Ft.	Cartons	Maple Cost
 <p><b>AUSTIN</b> Reversible Top Game Table</p>	Game Storage (2-in-1)	42	Round	T42-RND-AUS-GS	30.5	1	140	20	3	Price
		48	Round	T48-RND-AUS-GS	30.5	1.5	190	28	3	Price
			Octagon	T48-OCT-AUS-GS						
			Hexagon	T48-HEX-AUS-GS						
		54	Round	T54-RND-AUS-GS	30.5	1.5	230	31	3	Price
			Octagon	T54-OCT-AUS-GS						
			Hexagon	T54-HEX-AUS-GS						
		60	Round	T60-RND-AUS-GS	30.5	1.75	270	36	3	Price
			Octagon	T60-OCT-AUS-GS						
	Hexagon		T60-HEX-AUS-GS							
	66	Round	T66-RND-AUS-GS	30.5	1.75	320	46	3	Price	
		Octagon	T66-OCT-AUS-GS							
	Bumper Pool (3-in-1)	48	Round	T48-RND-AUS-BP	30.5	2.75	195	28	3	Price
			Octagon	T48-OCT-AUS-BP						
			Hexagon	T48-HEX-AUS-BP						
		54	Round	T54-RND-AUS-BP	30.5	3	240	31	3	Price
			Octagon	T54-OCT-AUS-BP						
			Hexagon	T54-HEX-AUS-BP						
60		Round	T60-RND-AUS-BP	30.5	3.25	275	36	3	Price	
		Octagon	T60-OCT-AUS-BP							
		Hexagon	T60-HEX-AUS-BP							
66		Round	T66-RND-AUS-BP	30.5	3.5	330	46	3	Price	
		Octagon	T66-OCT-AUS-BP							

## Game Table Options (MSRP):

Hand Painted Chess Board	GS, BP	\$270
Bumper Pool Play Package	BP	\$270
Counter or Pub Height Base	APT, GLE, HIL, LOF, MAR	\$675
Segment Play Style Upgrade	GS, BP	\$105
Custom Color Leather Coasters	Brown or Black Leather Std.	\$90
Leather Elbow Rail	TX, FX	\$1,050
Leather Play Insert	GS, BP, TX,FX	\$1,050
Perimeter Decorative Nail Treatment	TX, FX	\$225
Fully Upholstered Play Area	TX	\$75
Player Position Change (54 Round = 8)	GS, BP	\$450
Player Position Change (60 Round = 6)	GS, BP	\$450
Straight, Non-Tapered Column	Glen Ellen	\$165

## Shuffleboard Tables.

### Styles:



Austin



Bainbridge



City



District



Hillsborough



Loft



Newport



Atherton



Petaluma

**Sizes:** All California House Shuffleboard Tables are available in 9', 12', 14', 16', or 18' lengths and are 32" wide overall. The playfields are all 20" wide.

### What Separates California House Shuffleboard Tables from the Competition:

- Our boards start with a better selection of lumber. Instead of maple playfields, we make ours out of beech, which is 11% more rigid and 19% more shock resistant than maple.
- Because beech is so stiff, we were able to reduce the thickness of our playfield from 3" to 2.125" to allow for the proper concavity adjustment and playability of the boards. California House also double tongue-and-grooves (TNG) our planks for superior torsion strength and to allow for more glue surface between the planks.

- Cal House playfields are balance-sealed and topped with a two-part poured polymer resin built to an average of 1/8" thick. The polymer we use resists yellowing and consists of 100% solids for a rock hard playing surface that will last.
- California House Climate Adjusters (beneath the playfield) are designed for superior fine-tuning and strength. Climate Adjusters keep the playfield slightly concave and under tension for proper play throughout the year. We use a 1/2" diameter all-thread with 20 threads per inch so your installer can fine tune the playability of the board. Each set of climate adjusters, made from 1/4" thick steel and powder-coated, is fastened to the board with 12 2" long screws that go almost all the way through the playfield.
- The Climate Adjusters are designed by Cal House and cut, welded, and powder coated in the USA. Climate Adjusters are incredibly important to the playability of the board. PLEASE compare other manufacturers against ours. And if the shuffleboard you are looking at does not have them at all, do not expect to enjoy your game for very long.



- As most fine woodworkers know, balancing a piece of wood is extremely important. That means whatever is on one side of the board should be on the other to balance the moisture exchange and keep warping to a minimum. This is no more important than on a shuffleboard playfield. California House uses the same two-part polymer resin on the bottom of the board as we do the top. The polymer costs \$100's of dollars per gallon, but we feel it is worth it in the long run to have an environmentally balanced playfield.
- Our logo and scoring areas are not stickers or paint that is applied to the wood and then sealed with polymer like everyone else. California House inlays our playfield with black walnut. The best shuffleboards get the finest details.



- Custom inlaid logos are available.
- Perhaps the one detail that separates California House shuffleboard tables the most in the marketplace are our padded end collars. The decorative yet functional collars protect your cradle from the random flying weight (puck), gives you a perfect hand hold when shooting, and looks great. You get to choose from a multitude of colors of vinyls or leathers.




- Our cradles are built like furniture meant to stand the test of time with a solid hardwood chassis and corner blocked cross rails combined with a hardwood veneer plywood cradle bottom. Legs are pre-assembled at the factory and easily mounted with 5/16” bolts into metal inserts for strength. The solid construction is another reason California House shuffleboard tables are considered to be the finest you can buy.
- California House lines the alleys (area around the playfield) of our shuffleboard tables with polyester microfiber upholstery fabric, not indoor / outdoor carpeting. Microfiber alleys let you pick from a wide range of colors, looks great, and is easier to clean than carpeting.



- Finally, California House offers stylish, original designs that are on-trend yet feature timeless qualities. All Cal House shuffleboard tables are available in your choice of finish color, alley and collar upholstery, and are offered in a wide range of sizes.

**Pricelist Example:**

SHUFFLEBOARD TABLES					(Options & Pricing on Pages 8 or 31)				
Illustration	Collection	Size	Order Code	Board Size	Dimensions (L x W x H)	ShipWeight	Cu.Ft.	Cartons	Maple Cost
	AUSTIN	9'	H9-AUS	92" x 20"	108" x 32" x 32"	654	68.5	7	Price
		12'	H12-AUS	128" x 20"	144" x 32" x 32"	711	78.3	7	Price
		14'	H14-AUS	152" x 20"	168" x 32" x 32"	788	94.4	7	Price
		16'	H16-AUS	176" x 20"	192" x 32" x 32"	982	119.9	9	Price
		18'	H18-AUS	200" x 20"	216" x 32" x 32"	1095	137.4	9	Price

**Shuffleboard Options:**

Custom Walnut Inlay Logo	All	\$1,200
No Logo	All	NC
Split Playfield	All	\$600
Grade 2 Fabric Collars	All	\$150
Leather Collars	All	\$750

**Chairs & Stools.**

California House manufactures a wide variety of styles when it comes to chairs and stools. Every seating item we make is designed to be stylish, comfortable, and last a long time.

**Construction Selling Features**

- All California House seating pieces feature hypoallergenic, High Resiliency (HR) open cell foam that resists mold, mildew, and dust mites. Our HR foam is also CFC (chlorofluorocarbon) free, PBDE (polybrominated diphenyl ether) free, and will not break down over time like other cushions. Because of this premium material, our furniture will provide the user with a more comfortable, longer lasting ownership experience.
- California House chairs and stools DO NOT contain added flame retardant chemicals, which may be harmful to your health. Our products pass CA-117 Technical Bulletin 2013 flammability

standards by using a multi-layer construction of HR foam wrapped in a poly-fiber batting. This unique combination of materials provides chemical-free flame resistance while also adding a layer of plushness not found on foam-only construction.

- Our seating pieces have been engineered for maximum comfort and durability, carefully matching seating depth and back pitch angles to create a chair or stool that is a joy to sit in for hours of entertainment. We also hand select many different densities of foam and poly-fill for our seats and backs, each fine-tuned for the individual chair or stool. Most Because we use many densities and thicknesses and not just a stock slab of foam, we are able to control the comfort level and properly balance comfort and longevity.
- Most chairs and stools feature a Sytex spring mechanism beneath the foam. Sytex is an elastomeric membrane made of a high-strength polyester monofilament that acts as a large, quiet spring. It surpasses all government and business technical specs such as BIFMA and FNE-83 258-B.
- Most popular California House chairs and stools feature our kiln-dried hardwood Rigid Interlocking Frame (RIF) construction. With RIF seat pans, legs, arm uprights and back posts are tied together in one incredibly strong assembly. Stronger lasts longer.



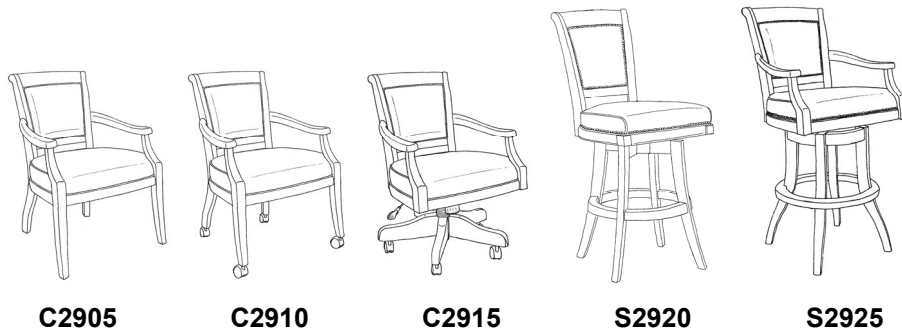
- Have you ever checked out a California House chair or stool and looked for the screws that hold everything together? They are hidden from view, unless they are part of the design like on the 98 Series. The last thing you want to see on your high-end game set is a plug covering a screw. Attention to the small details resonates with luxury buyers.
- All California House stools feature a buttery-smooth polymer bearing swivel that is good for 1,000,000 turns. Most swivels also feature a 3-degree angle to naturally ease you back into the stool. Ball-bearing swivels are not as smooth as our polymer swivels and can wear out in as little as 60,000 turns during normal use.
- California House pedestal chairs and stools use a heavier steel gauge than our competitors. Pedestal chairs feature a double-welded, ¼” steel understructure with massive caster boss (lesser brands feature thinner steel and only a single weld). Furthermore, we check each and



every steel understructure for straightness prior to assembly. Combined, these features add strength, durability, and extend the life of your product.

**How to Order Your Chair or Stool:**

Most California House Chairs and Stools are grouped into collections that allow them to be matched within a room. For example, our “29 Series” consists of a C2905 arm chair, C2910 arm chair with casters, C2915 pedestal chair, S2920 armless barstool, and a S2925 barstool with arms.



**Stool Heights:**

California House offers every stool in both a counter height (approx. 26” seat height) and bar height (approx. 30” seat height) option. We also offer a few models in a 34” spectator height (see pricelist for availability). We recommend 10” between the height of your counter and your seat height selection. Please specify stool height when ordering.

**Pricelist Example:**

CHAIRS & STOOLS				(Options & Pricing on Pages 7 or 20)				
Illustration	Order Code	Description	Dimensions (in.)	COMYds	Shipping Info			Maple Cost
	S2020	Swivel Bar or Counter Stool	Width	18	2.00	Cartons	Cu.Ft.	Weight
			Depth	21		1	11.1	40
			Counter Height	37		<b>Common Options</b>		
			Bar Height	41				
			Arm Height	NA				
			Seat Height	26 / 30				
			Inside Arms	NA		Grade 2 Fabric	+ \$225	Price
		Leather	+ \$660					
		Nail Treatment	+ \$135					

**Chairs & Stools Options (MSRP):**

Leather Seat 1	All Upholstered Seats		\$270
Leather Seat 2	All Spectator Benches		\$1,125
Leather Back 1	29xx		\$255
Leather Back 2	12xx, 20xx		\$390
Leather Back 3	23xx, 55xx, 61xx, 62xx, 78xx, 82xx, 98xx		\$630
NOTE: LEATHER BACK ONLY	ALL		Divide by 2
Grade 2 Fabric (Sunbrella)	All	See Item In Pricelist	
Spectator (34") Height	S1035, 12xx, S2920, S3020, 82xx, 95xx		\$150
Custom Cut Height	All Stools		\$60
Upholstery Center Pattern Match	All		\$75
Multiple Fabrics	All		\$75
Contrasting Welt	All		\$45
Decorative Nail Treatment 1	All Chairs & Stools		\$135
Decorative Nail Treatment 2	All Spectator Benches		\$240
Antique Ball Casters	All Caster Chairs		\$75
Powder Coated Black Foot Ring	S7120, S90		\$45
Diamond Tufting	All Spectator Benches		\$525
Customer's Own Material (COM)	All		NC
Customer's Own Leather (COL)	All		\$225

## Home Bars.

Build Your Own Bars (BYOB) is a system of home bars built using highly configurable cabinets. Each cabinet may be customized to meet the owner's needs using a menu of available options and then wrapped in a style skin to vary the appearance. California House currently offers two style skins, or collections, to choose from: Marin and Rutherford.

The BYOB system includes Straight Bars and Return Bars. Most of the bars are available in a wide selection of size options, as well as refrigerator and non-refrigerator ready configurations.

The California House Build Your Own Bar system is unique in the marketplace as it allows your customer to purchase a custom-built bar quickly and easily without the expense of having to go to a custom builder. With the abundance of sizes and options available, homeowners can precisely fit their space and fine-tune their bar with a custom configured feature set.

### Standard Features:

The California House Build Your Own Bars are packed with standard features. Every variation of the Straight and Return bars feature:

- Stainless steel drop-in dry sink to put your favorite drinks on ice.
- The famous "Starr X" bottle opener at the perfect level for opening your guest's cold one.
- Solid maple cutting board with leather stand-offs and drip channel to keep lime juice on the board.
- Stemware holders beneath the top to store your wine glasses.
- Clipped corner bar top to eliminate sharp and potentially dangerous corners.
- Adjustable shelves for plenty of storage to organize bottles, glasses, and everything else.
- Your choice of Marin or Rutherford styling to customize your room's décor.

As previously stated, the California House BYOB system provides a set of basic bar cabinets and then a menu of available options to customize the bar. For example, Straight Bars in the BYOB system are available from 60" to 108" in 12" increments (60", 72", 84", etc.). Each bar has anywhere between two and five cabinets, depending on the size of the bar.

### Sizes & Configurations:

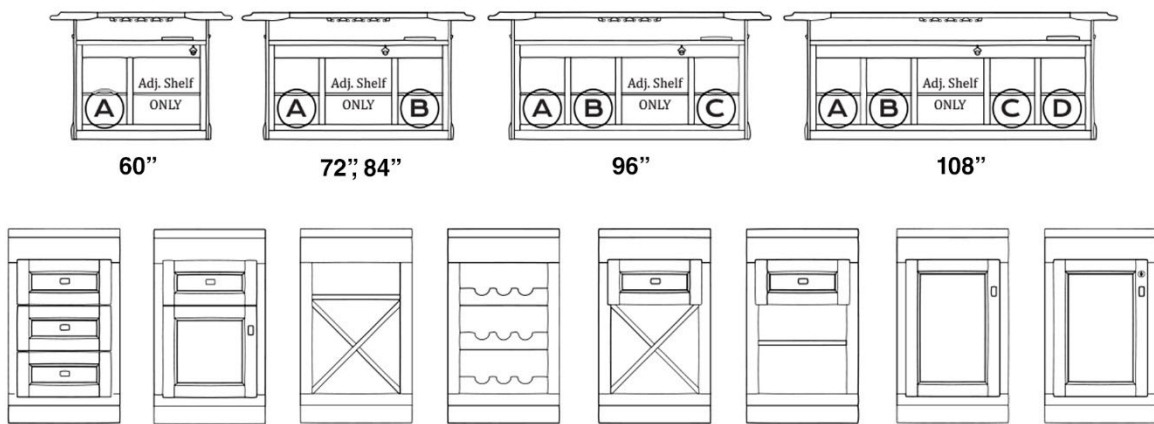
- 2 Cabinets: 60"
- 3 Cabinets: 72", 84"
- 4 Cabinets: 96"
- 5 Cabinets: 108"

**Cabinet Options:**

One of the cabinets will always consist of an adjustable shelf which changes in width depending on the size of the bar, while the other cabinets will either have an adjustable shelf, or your choice of the following options:

- Non-locking door
- Locking door
- “X” style wine rack
- Drawer over “X” style wine rack
- Bottle cradle wine rack
- Drawer over adjustable shelf
- Three drawers
- Drawer over door

Each lettered (A, B, C, D) cabinet space below can be customized with the options shown.



**Pricelist Example:**

BARS		(Options & Pricing on Pages 8 or 34)							
Illustration	Collection & Style	Size	Type	OrderCode	Dimensions (W x D x H)	ShipWeight	Cu.Ft.	Cartons	Maple Cost
	<b>MARIN</b> Straight Bar	60"	Standard	B60S-MAR-STR	60" x 28.5" x 42.5"	210	36.5	2	Price
			Deluxe	B60D-MAR-STR	60" x 34" x 42.5"	237	46.2		Price
		72"	Standard	B72S-MAR-STR	72" x 28.5" x 42.5"	256	45.4	2	Price
			Deluxe	B72D-MAR-STR	72" x 34" x 42.5"	289	57.1		Price
		84"	Standard	B84S-MAR-STR	84" x 28.5" x 42.5"	301	54.3	2	Price
			Deluxe	B84D-MAR-STR	84" x 34" x 42.5"	340	68		Price
		96"	Standard	B96S-MAR-STR	96" x 28.5" x 42.5"	345	63.2	2	Price
			Deluxe	B96D-MAR-STR	96" x 34" x 42.5"	390	78.9		Price
		108"	Standard	B108S-MAR-STR	108" x 28.5" x 42.5"	397	72	2	Price
			Deluxe	B108D-MAR-STR	108" x 34" x 42.5"	449	89.8		Price

**Bar Options:**

<b>Flush-Cut Bar Top</b>	<b>All</b>		<b>\$525</b>
<b>Laminate Bar / Counter Top</b>	<b>All</b>		<b>\$825 / ea.</b>
<b>Brass or Nickel Footrail</b>	<b>All</b>		<b>\$9 / in</b>
<b>Knob or Pull Upgrade</b>	<b>All</b>		<b>\$15 / ea</b>
<b>Non-Locking Door Cabinet</b>	<b>All</b>		<b>\$30</b>
<b>Locking Door Cabinet</b>	<b>All</b>		<b>\$45</b>
<b>Drawer Over Door Cabinet</b>	<b>All</b>		<b>\$189</b>
<b>X Style Wine Rack Cabinet</b>	<b>All</b>		<b>\$57</b>
<b>Bottle Cradle Wine Rack Cabinet</b>	<b>All</b>		<b>\$87</b>
<b>Drawer Over Shelf Cabinet</b>	<b>All</b>		<b>\$177</b>
<b>Drawer Over X Rack Cabinet</b>	<b>All</b>		<b>\$237</b>
<b>Three Drawers Cabinet</b>	<b>All</b>		<b>\$477</b>
<b>Knock Down (KD)</b>	<b>All</b>		<b>Call</b>
<b>Raised Panels</b>	<b>Marin</b>		<b>\$135 / panel</b>