

Truly.®



Sales Tutorial

December 2022



I. TruFit.™ Backrest Technology

1) Polyback Design

- Next generation polymer blend
- Lively “technical” backrest support membrane
- Intelligent design that channels flex and support to the areas that need it
- Designed for maximum mobility while performing tasks





I. TruFit.™ Backrest Technology

2) Back Height Adjustment

- 4.2" of vertical back height adjustment
- 9 different positions



Shroud encases and facilitates the architecture of the chair's movement

Integrated ratchet tuned for a smooth vertical adjustment and sophisticated clicking timbre

Exoskeleton construction centers around a strong vertical yoke that serves as a chair-spine



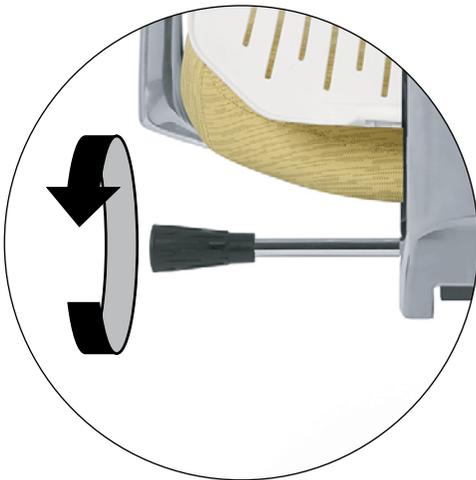
I. TruFit.™ Backrest Technology

3) Adjustable Lumbar Support

- Cable driven lumbar area tension adjustments
- Generous lumbar support curve for multiple body types

4) Lumbar Adjustment Knob

- 5 full rotations allows the user to fine tune the amount of lumbar tension



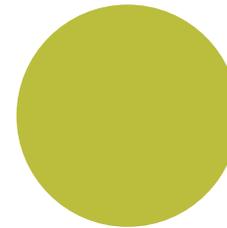
Lumbar area bows 1” towards the user when the Adjustment Knob is rotated

Lumbar Adjustment Knob

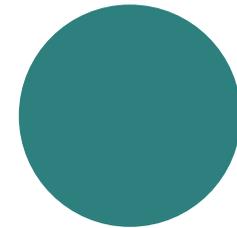


II. Color Options

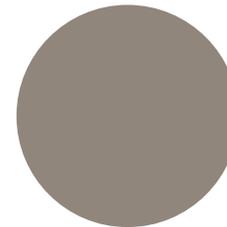
- A new sophisticated color palette for both the Nameplate and Polyback (mix or match)



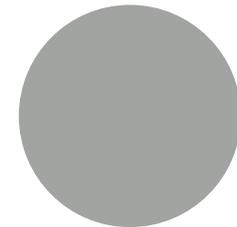
Lemongrass



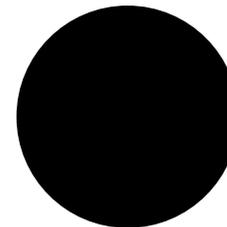
Bay Marine



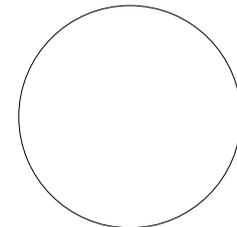
Warm Slate



Palladium Grey



Modern Black



Arctic White



III. Finishes/Packages

- Truly.® comes in two different finish options:
 - Polished Aluminum Package
 - Black Package



Aluminum Yoke

5" Cylinder

26" Aluminum Base

Polished Aluminum Package



Black Package



IV. Seat

- Surface contours designed to distribute users contact area for minimum fatigue and maximum comfort
- Generous waterfall front
- Beautiful stitch details follow seat contours
- Made from High Resiliency (HR) molded foam
- Myriad fabric upholstery options
- Available in three seat widths:
 - 18" Petite Size
 - 19" Standard Size
 - 20.75" Full Size

V. Arms

- Easy exchange with any of more than 40+ arm choices
- New AR-81 and AR-485 can also be spec'ed on the Affirm Chair



AR-81: New fixed height polished aluminum arm

AR-485: New adjustable height polished aluminum arm with inward pivoting top pad

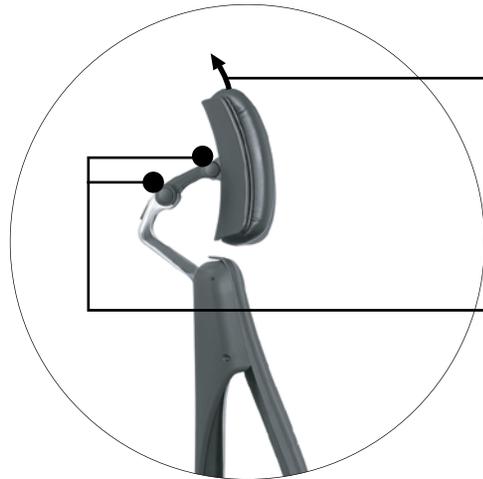




VI. Selected Accessories

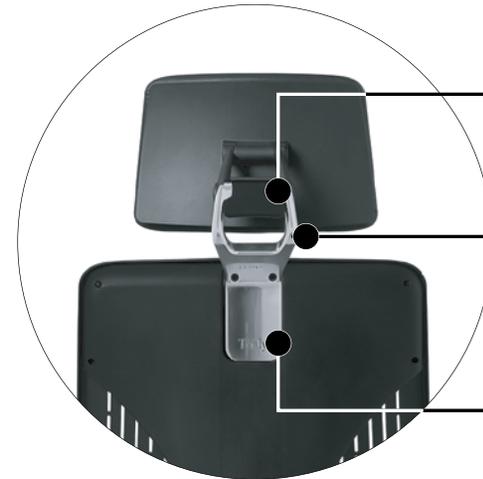
1) Headrest

- 3-way sliding headrest with upholstery



Upholstered pad slides 2" vertically

Two axes pivoting



Quick adjust lock mechanism

High-end polished aluminum support structure

Laser etched Truly. logo

2) Dual Surface Caster (Standard)

- Multi-Surface soft caster suited for wood, tile, carpet etc.



55mm Twin Wheel for better movement and stability



VI. Selected Accessories

3) Jacket: Backrest Upholstery*

- Elegantly tailored upholstered Jacket slides easily over Polyback.



Stitch details follow contour of back shroud



Jacket covers back shroud. Headrest does not fit with Jacket.

Polyback color is exposed.

Clips along bottom edge hold Jacket in place

4) Wrap: Backrest Upholstery*

- Polyback is fully encapsulated, quieting the design details for a more executive look.



Wrap does not cover back shroud. Headrest will fit with Wrap.

Wrap covers back of Polyback

Bottom edge of Polyback color is exposed

*Consult with an OM Pricebook or Representative for available options, or application testing guidelines for non pre-approved back upholstery materials.



VII. Mechanism Choices

Simple Synchro

- 1 Position Tilt Lock
- Simple function for conference & basic tasks

Model# TY608



Management Synchro

- 3 Position Tilt Lock
- Moderate function for multi-purpose tasking

Model# TY618



Executive Synchro

- 5 Position Tilt Lock
- Independent back angle adjustment
- Full function ergonomic synchro

Model# TY628



Quick-Adjust Synchro (Simple)

- 5 Position Tilt Limiter
- 7 "quick adjust" tension settings
- Easy and comfortable functionality for the widest range of tasking needs

Model# TY64a8



Quick-Adjust Synchro (Advanced)

- 5 Position Tilt Limiter
- 7 "quick adjust" tension settings
- 7° Independent back angle adjustment range
- 2° Forward seat tilt adjustment
- Advanced adjustments add to easy and comfortable functionality for the widest range of tasking needs

Model# TY64b8



Body-Activated Motion

- 3 Position Tilt Lock
- Simple, Self Weighing

Model# TY668



Simple Multi-Function

- Moderate independent adjustments for multi-purpose tasking

Model# TY678



Full Multi-Function

- Fully independent adjustments for intense tasking and ergonomics

Model# TY688



Stools

- Counter-height work surface seating with varying adjustability.

Model# TY673, TY675, TY603-GS and TY605-GS



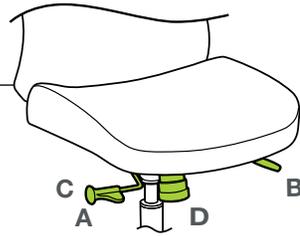


VIII. Mechanism Adjustments

Model# TY608

Simple Synchro

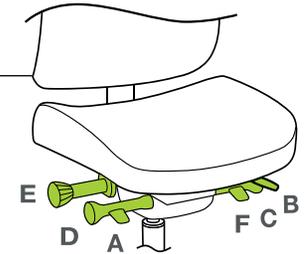
- A. Seat Height
- B. Seat Slider
- C. 1 Position Tilt Lock (Push In)
- D. Tilt Tension



Model# TY64b8

Quick-Adjust Synchro (Advanced)

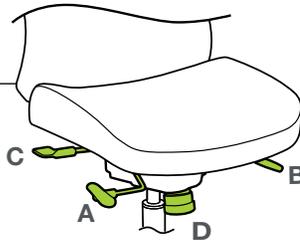
- A. Seat Height
- B. Seat Slider
- C. 5 Tilt Range Limiter Positions
- D. 7 Tilt Tension Quick-Adjust Settings
- E. Independent Back Angle
- F. Forward Seat Angle (for perching & back relief)



Model# TY618

Management Synchro

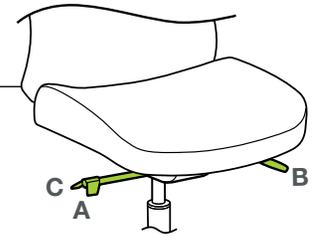
- A. Seat Height
- B. Seat Slider
- C. 3 Position Tilt Lock*
- D. Tilt Tension



Model# TY668

Body-Activated Motion

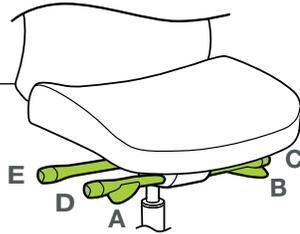
- A. Seat Height
- B. Seat Slider
- C. 3 Position Tilt Lock*



Model# TY628

Executive Synchro

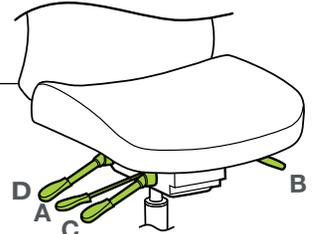
- A. Seat Height
- B. Seat Slider
- C. 5 Position Tilt Lock*
- D. Tilt Tension
- E. Independent Back Angle



Model# TY678

Simple Multi-Function

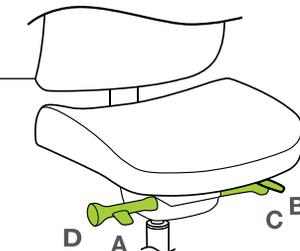
- A. Seat Height
- B. Seat Slider
- C. Seat/Back Tilt and Lock
- D. Independent Back Angle



Model# TY64a8

Quick-Adjust Synchro (Simple)

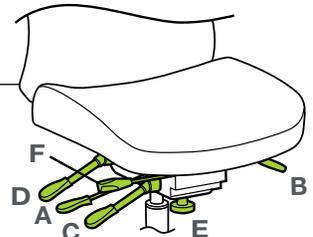
- A. Seat Height
- B. Seat Slider
- C. 5 Tilt Range Limiter Positions
- D. 7 Tilt Tension Quick-Adjust Settings



Model# TY688

Full Multi-Function

- A. Seat Height
- B. Seat Slider
- C. Seat/Back Tilt and Lock
- D. Independent Back Angle
- E. Tilt Tension
- F. Forward Seat Angle



*Positive Back Release: After unlocking the C. Tilt Lock lever, lean into the backrest to release the tilt lock & resume normal tilt recline motion.

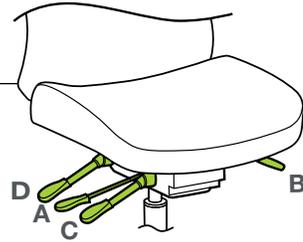


VIII. Mechanism Adjustments (cont.)

Model#'s **TY673** & **TY675**

Stools

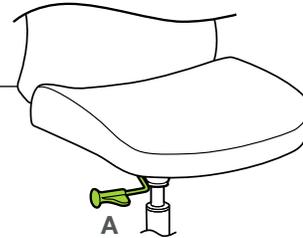
- A. Seat Height
- B. Seat Slider
- C. Seat/Back Tilt and Lock
- D. Independent Back Angle



Model#'s **TY603-GS** & **TY605-GS**

Guest Swivel

- A. Seat Height





IX. What to Specify

1. Mechanism
2. Arms
3. Polyback Color
4. Nameplate Color
5. Yoke
6. Back Upholstery
7. Seat Size
8. Seat Upholstery
9. Cylinder
10. Base
11. Casters





Designed by Francisco Romero of Phidesign

Phidesign, founded in 2004, is a furniture design studio that specializes in high performance Task, Executive, and Guest seating for the commercial market. Led by industrial designer and engineer Francisco Romero, and Graphic Designer Nadine Bosshard Romero, they have carved a niche in value driven markets by designing innovative products in a socially and economically responsible way.

Francisco received his Bachelor of Science degree in Applied Mathematics and then went on to receive his Master's degree in Architecture, both from UCLA.

Nadine studied at the famed Art Center College of Design in both Switzerland and Pasadena.

OM Seating Products designed by Phidesign



OM5® Series



OM5 Active® Series



Truly.® Series