

Tableau[®]X

Quick-Reference Guide

ORDER PROCESS

Ordering any custom-made interior design product can be complicated. We've worked with our Resellers to make our order process as easy as possible for both Resellers and Homeowners. Use this quick-reference guide to help you get started.

PRODUCT PRICING

The very first question our Resellers get asked by customers is "How much do Decorative Grilles cost?" Due to the custom nature of the product, variety of applications, design patterns, and installation options, pricing will vary greatly and must be quoted per project.

How to Estimate MSRP & Calculate Your Estimated Wholesale Cost

Using the top section of the MSRP Grid included in this packet, find the intersection of maximum width and maximum height (in inches) to determine the MSRP. Round up to the nearest measurement if needed.

- Example; $48 \times 36 = 878$, or \$878 MSRP
- Multiply 878 by your .35 multiplier ...so $878 \times .35 = 307.30$. Your wholesale cost is \$307.30
- Now look down at the surcharges section of the Grid and ADD any specified items to your wholesale cost ...note that the multiplier does not apply to surcharge items listed on the bottom half of the MSRP Grid
- Added surcharge example: Specify "Elements" premium substrate (in area II), add \$100 to \$307.30 for a new wholesale cost of \$407.30

Use the back of the MSRP Grid to calculate a shipping estimate.

REMINDE YOUR CUSTOMER THIS IS ONLY A ROUGH ESTIMATE. A QUOTE CAN ONLY BE CALCULATED ONCE YOU HAVE ACTUAL FIELD MEASUREMENTS AND MORE DETAILED SPECIFICATIONS FOR THE PROJECT.

Tableaux MAP Policy

Minimum Advertised Price, or MAP, is the lowest price a Reseller can advertise the product for sale. To clarify, this does not refer to the lowest price you can sell it for, just the lowest that you can show online or in an advertisement. You may want to use MAP for your estimates. It's totally up to you.

How to Determine MAP

1. Multiply the retail price in the top section of the MSRP Grid by .80
2. Example: $48 \times 36 = 878$
3. $878 \times .80 = \$702.40$
4. \$702.40 is the MAP for that item

The process above is the same as calculating estimates and wholesale cost but uses a .80 multiplier.

Remember: the multiplier does not apply to surcharge items listed on the bottom half of the MSRP Grid. Simply add those items to your estimated price separately.

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GETTING A QUOTE

Schedule an in-home or “virtual” consultation with your customer to show them finish color samples, options they may want to consider, and help guide their selection of design patterns. Be sure to get accurate field measurements of the space where Tableaux Decorative Grilles will be installed and determine mounting methods & hardware needs for secure installation.

NOTE: If your customer’s Tableaux decorative grille(s) will be installed in an inside-mount unevenly framed opening, you or your customer should make a template of the opening to ensure proper fit. To read more about the need for templates at: tableaux.com/templates.

Go to tableaux.com/quotes and enter the project specs. You can use any internet enabled device to access the Quote Request to enter and submit the specs. Within 3-5 business days, we will provide you with a **Design Proposal** that includes a **Quote** and a **Preliminary Design** illustrating the design pattern your customer chose, scaled as it will look in their specific shape, size and density.

Carefully review the Design Proposal with your customer and note any changes to the design or options if needed. If changes are required, go back to tableaux.com/quotes, select the “Revision” option and follow the prompts. Your Design Proposal will be revised and updated for your customer’s final approval. **TIP:** Using your browser’s autofill feature can help you fill in form fields with data you commonly re-enter.

ORDER PAYMENT & PRODUCTION

Once we receive your final signed approval documents and minimum payment, the order will be moved into production status. Orders under \$500 require payment in full at time of approval. Orders over \$500 require a minimum 50% payment at time of approval with the remaining balance paid prior to shipping.

ANY CHANGES MADE AFTER YOUR ORDER HAS BEEN APPROVED AND PLACED INTO PRODUCTION WILL BE CONSIDERED A REMAKE AND WILL BE CHARGED.

Production timelines typically run 5-6 weeks from approval date depending on the complexity of the project. A ship date will be determined and set on the day you approve your order. Priority Production of 15-business days, or “Rush-15”, may be requested for an additional charge. NOTE: Rush-15 availability will be confirmed at time of approval. Rush-15 relates to days-in-production and does not include shipping days.

SHIPPING

Orders weighing less than 150lbs, or orders within maximum size-to-weight limits will ship via UPS. Orders over 150lbs, or those that exceed maximum size-to-weight limits will ship via LTL Freight.

UPS shipments are boxed or crated. Freight shipments are crated and/or placed on a pallet. Crates are custom-made for the needs of each order and built to minimize freight costs and damage during shipping.

You will be contacted approximately one week before your scheduled ship date to confirm the shipping date, location, and contact info. If you made a partial payment at time of approval, your remaining balance will be due at this time and must be received before we can schedule delivery. You will receive tracking info once your order has shipped.

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DELIVERY

You will specify the delivery address on your quote request. Some Resellers opt to have orders shipped to their location first, and then schedule installation with their customer. Some Resellers opt to have us ship the order directly to the customer's home address. The choice is up to you.

RECEIVING FREIGHT SHIPMENTS

As stated in the "Shipping" section in this document, larger orders will arrive via LTL Freight. These large trucks must be able to access the delivery address. You'll be able to specify the delivery location type in the quote request. Consider any accessorial fees that may need to be added to shipping costs due to location type.

REVIEW "WHAT YOU NEED TO KNOW ABOUT SHIPPING & RECEIVING" DOCUMENT INCLUDED IN THIS PACKET FOR COMPLETE DETAILS REGARDING LTL FREIGHT SHIPMENTS.

Make certain someone is there to receive the shipment. The person receiving the shipment will be responsible for inspecting the shipment for any possible freight damage. Any damage must be noted and reported as instructed on the "Shipping & Receiving Instructions" document before any remakes can be made.

REVIEW THE SHIPPING & RECEIVING INSTRUCTIONS DOCUMENT INCLUDED IN THIS PACKET FOR COMPLETE DETAILS.

INSTALLATION & HARDWARE

TABLEAUX DOES NOT PROVIDE INSTALLATION. YOU AND/OR YOUR INSTALLER/CONTRACTOR ARE RESPONSIBLE FOR PROVIDING ADDITIONAL HARDWARE NECESSARY FOR YOUR PROJECT, AND FOR SECURELY INSTALLING YOUR DECORATIVE GRILLE(S).

Standard Hardware Options

We provide *Standard* hardware for the most common applications and installation methods. Installation is simple and straightforward. Installation instructions for the most common applications will be included with your shipment.

You can specify the *Standard* hardware options below at no additional cost:

- Direct-Set Screws - available for 1/2", 3/4", & 1" thick outside-mount window treatments, ceiling treatments, and decorative accents
- Direct-Set Screws w/Spacers (specify spacer size) - available for 1/2", 3/4", & 1" thick outside-mount window treatments, ceiling treatments, and decorative accents
- Lateral-Set Screws - available for 1/2", 3/4" & 1" thick inside-mount window treatments and inside-mount decorative accents
- Hinge & Catch Magnet (mounted left/right, or top/bottom) - available for 3/4" & 1" inside-mount window treatments and decorative accents
- Picture Hanger Hardware - available for 1/2", 3/4", & 1" outside-mount window treatments and decorative accents

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Specialty Hardware Options

You can also specify *Specialty* hardware options below for other less common applications and installation methods. Additional costs apply. Refer to your MSRP Grid for pricing:

- SnugSeal™ Foam/Rubber Gasket – Attached to borders. Color-coordinated
- Groove & Spline w/Solar Screen – Pre-installed. Choose color and openness (Mermet E-Screen)
- Groove & Spline Only – Install your own fabric. Comes w/spline & spline tool
- Cornice Hardware – Flat fee up to 36". Spans over 36" are quoted per project
- Aircraft Cable (for suspension mounts) – Comes w/self-locking devices for easy adjustment of hanger loops (indoor use only)
- Angle-iron Steel Frame (for suspension mounts) – Support for suspended mounts w/welded corners and eyehooks
- U-Channel Wood Frame Unattached (specify linear ft) – Finished, unattached & packaged for jobsite installation (indoor use only)
- U-Channel Wood Frame Attached (specify linear ft) – Finished & attached to Tableaux (indoor use)
- Adjustable Leveler Feet and/or Ceiling Spikes – For partition applications. Installed in border or frame (indoor use only)
- Flat-Iron Steel Support Rail (specify total linear ft) – Required for unsupported spans over 36". Add anytime more support is needed
- Oversize w/Mending (only avail on ¾" & 1" thickness) – Pieces larger than max. single-board size can be mended together to look like one piece. (indoor use only, not avail on Tableaux Veneer)

Other Hardware Options

There are many creative ways to incorporate Tableaux decorative grilles into almost any interior or exterior design/décor project. We can offer you guidance & suggestions for other mounting methods, but we do not provide hardware that is not listed above.

MORE COMPLEX PROJECTS MAY REQUIRE ADDITIONAL HARDWARE THAT MAY NEED TO BE PURCHASED SEPARATELY FROM ANOTHER SUPPLIER AND MAY REQUIRE SPECIALIZED INSTALLATION. BE SURE TO DISCUSS INSTALLATION DETAILS WITH YOUR INSTALLER/CONTRACTOR IN ADVANCE.

PRODUCT GUARANTEE/WARRANTY

A copy of Tableaux's Satisfaction Guarantee and Limited Product Warranty is included in this packet.

PHOTO CONTESTS

Love your Tableaux Decorative Grilles? Take some photos and enter our photo contest to win cash! Visit our Tableaux Photo Contest page at tableaux.com/photocontest for details. Winners and Runner-Ups are chosen every month.

You can also post photos of your project on Instagram and include the hashtag #tableauxphotocontest