

Pricing Procedure

1. Apply the Product Multiplier to your Base List Price for materials sorted by Price Book Section Tab. Product multipliers are located on the General Index page.

2. Separate these items by Finish and apply the appropriate multiplier from the list below:

**All accessories & loose hardware are priced as DB finish. Finish Multiplier does not apply to Accessories or Loose Hardware.*

Finish Color	Code	Multiplier	Designation
Mill (Raw) Finish	OR	.90	AAM10
Standard Finish			
Clear - Class 2	C2	.93	AAM12C22A31
Dark Bronze - Class 1	DB	1.00	AAM12C22A44
Bone White	1P	1.00	AAMA 2605
Special Anodized			
Anodized finish set-up charge of \$150 Net per color, per release			
Clear - Class 1	C1	1.00	AAM12C22A41
Black - Class 1	BL	1.04	AAM12C22A44
Extra Dark Bronze - Class 1	EB	1.04	AAM12C22A44
Medium Bronze - Class 1	MB	1.04	AAM12C22A44
Champagne - Class 1	CH	1.10	AAM12C22A44
Light Bronze - Class 1	LB	1.04	AAM12C22A44
Copper - Class 1	CA	1.50	AAM12C22A44
Special Anodized - Caustic Etch			
ADD set-up charge of \$150 Net per color, per release			
Clear - Class 2	0A	1.10	AAM12C22A31
Clear - Class 1	2A	1.10	AAM12C22A41
Dark Bronze - Class 1	3K	1.10	AAM12C22A44
Black - Class 1	0D	1.10	AAM12C22A44
Amber - Class 1	1K	1.10	AAM12C22A44
Light Amber - Class 1	2K	1.10	AAM12C22A44
Champagne - Class 1	4K	1.15	AAM12C22A44

Pricing Procedure

Finish Color	Code	Multiplier	Designation
Fluropon Paint - 19 Standard Colors (70% Kynar)			
ADD Painted finish set-up charge as applicable per color, per release			
List Price =	\$0 to \$40,000	Set-Up All Orders	\$250 Net
	\$40,001 and over	No Set-up	
Hartford Green	2P	1.05	AAMA 2605
Patina Green	SP	1.05	AAMA 2605
Dark Ivy	TP	1.05	AAMA 2605
Black	3P	1.05	AAMA 2605
Colonial Red	RP	1.05	AAMA 2605
Sandstone	5P	1.05	AAMA 2605
Quaker Bronze	6P	1.05	AAMA 2605
Burnt Sun	7P	1.05	AAMA 2605
Sage Brown	8P	1.05	AAMA 2605
Boysenberry	9P	1.05	AAMA 2605
Interstate Blue	UP	1.05	AAMA 2605
Ivory	AP	1.05	AAMA 2605
Beige	BP	1.05	AAMA 2605
Light Seawolf Beige	CP	1.05	AAMA 2605
Military Blue	DP	1.05	AAMA 2605
Sierra Tan	QP	1.05	AAMA 2605
Dove Gray	VP	1.05	AAMA 2605
Slate Gray	WP	1.05	AAMA 2605
Charcoal Gray	XP	1.05	AAMA 2605
Two Coat Paint (70% Kynar)			
non-exotic, non-metallic, non- bright white		GP	1.25
			AAMA 2605

Finish Color	Code	Multiplier	Designation
ADD Painted finish set-up charge as applicable per color, per release			
List Price:	\$0 to \$40,000	Set-Up All Orders	\$750 Net
List Price:	\$40,001 and over	No Set-up	
2-coat Paint (70% Kynar) with Mica or Bright White	KP	1.50	AAMA 2605
3-coat Paint (70% Kynar) or Exotic with Metallic	LP	1.70	AAMA 2605
4-coat Paint (70% Kynar) Exotic or Metallic (example: basecoat, primer, color, clear topcoat)	MP	(Contact Tubelite)	AAMA 2605

Standard Paint Colors: 1P-9P, AP-DP, and RP-XP

These 20 paint colors are 70% Kynar and are found on the Tubelite Standard Finish Color Guide.

In-house Blendable Paint Colors:

Tubelite has the capabilities to match most high performance paint colors with the use of Linetec's Hunter Lab Spectrophotometer, except for some non-exotic or earth-tones. Colors to be matched require complete manufacturer paint codes or physical samples. Samples will be sent for approval after the color match has been completed.

Non In-house Blendable / Order-out paints:

Some paint colors, including exotics and metallics, not able to be blended in-house must be ordered from the paint manufacturer. Samples will be sent for approval after the color match has been completed. All specialty paints have an extended lead-time.

The following set-ups apply to all non in-house blendables

ADD Painted finish set-up charge as applicable per color, per release

List Price: \$0 to \$40,000

List Price: \$40,001 and over

Set-Up All Orders \$750 Net

No Set-up

Pricing Examples

Pricing Example #1 - Stock & Modified Entrances

Finish - C2 Clear Class 2 Anodized

Qty.	Part Number	Description	Base List Price	x Qty.	
1	D361PL-C2	Stock Door 3'0" x 7'0" Offset Pivot Door 1" Glass Stops	\$410.00	\$410.00	LIST
1	F362PL-C2	Stock Frame 3'0" x 7'0"	\$260.00	\$260.00	LIST
		Subtotal List Price		\$670.00	
		Finish Multiplier - Class 2 Clear		0.93	
		Product Multiplier (Section A)		0.50	
		Sub Net-Sell Price		\$311.55	SUB NET-SELL
2	P1714-C2	Frame Filler/Closure Plate	\$37.00	\$74.00	LIST
		Product Multiplier (Section F)		0.50	
		Sub Net-Sell Price		\$37.00	SUB NET-SELL
		Purchase Price	=	\$348.55	NET SELL

Pricing Example #2 - Storefront Stock Lengths

Finish - 2P Hartford Green Standard Paint

Qty.	Part Number	Description	Base List Price	x Qty.	
10	T14441-2P	Open-back Head/Jamb/Vertical	\$251.00	\$2,510.00	LIST
10	T14442-2P	Closure Pocket with glass pocket	\$154.00	\$1,540.00	LIST
10	T14240-2P	Open-back Sill	\$209.00	\$2,090.00	LIST
10	T14259-2P	Thermal Sill Flashing	\$195.00	\$1,950.00	LIST
10	E14104-2P	Glass Stop	\$69.00	\$690.00	LIST
5	T14143-2P	Intermediate Horizontal	\$247.00	\$1,235.00	LIST
		Total List Price		\$10,015.00	
		Product Multiplier (Section G)		0.50	
		Sub Net-Sell Price		\$5,007.50	SUB NET-SELL
		Finish Multiplier - 2P Hartford Green		1.05	
		Painted Finish Set-Up Charge		\$250.00	
		Purchase Price	=	\$5,507.88	NET SELL

Pricing Example #3 - Accessories / Loose Hardware

Finish - 0R Mill Finish

Qty.	Part Number	Description	Base List Price	x Qty.	
1	P4041	Door Closer	\$751.00	\$751.00	LIST
1	P404018G	Closer Drop Plate	\$114.00	\$114.00	LIST
1	P1275-C2	Weathersweep	\$27.00	\$27.00	LIST
25	P2728-0R	Glazing Gasket	\$126.00	\$3,150.00	LIST
4	P1132-0R	Glass Setting Block	\$29.00	\$116.00	LIST
10	S202-0R	Screws	\$20.00	\$200.00	LIST
3	P1153-0R	End Dam for Sill flashing	\$43.40	\$130.20	LIST
		Total List Price		\$4,488.20	
		Product Multiplier (Section F)		0.50	
		Sub Net-Sell Price		\$2,244.10	SUB NET-SELL
		Finish Multiplier - No Adjustment for Accessories		1.00	
		Purchase Price	=	\$2,244.10	NET SELL

