

QUOTING PROCEDURES



Abex 900 Custom Modular System

A signed and approved quote from the Abex Design department is required for all Abex 900 orders. The "Package" and "Design Ideas" sections of this binder contain a number of exhibit designs in island and linear configurations that have already been quoted. To order one of these designs, indicate on the drawing which laminates are to be used and where, and fax this information to Abex Design. Abex will check laminate cost and availability, and fax you back a finalized quote ready for your signed approval. Be sure to specify the laminate manufacturer, name, part number and finish for the fastest response.

Modified and Custom Abex 900 Designs

Should you wish to modify one of the package designs, or send in a design of your own, Abex will use your information to create a new 3-D drawing and plan view with dimensions, along with a detailed quote for the exhibit. Amounts quoted by Abex assume standard laminates are being used unless otherwise specified.

Abex "standard" laminates include the following: Wilsonart, Pionite or Formica laminates in solid colors with matte or gloss finishes. "Gloss" does not include the more expensive "mirror" or "lacquer-type" finishes.

Abex 600 MultiConnect

Package Exhibits

Abex 600 MultiConnect binder pages are designed so that they can be used as order forms for quick and easy order placement. Simply copy the package page, write in your backwall fabric choices and countertop laminate selections, and indicate any other accessories that need to be added to the exhibit. Add up your total in the space provided, and fax to Abex Sales Support. Use the monitor cutout forms and backwall templates found in the "Ordering" section of this binder to provide detailed panel modification instructions. Simple additions like slatwall, monitor cutouts and lightboxes do not need to be quoted through Design. See the back of this section for a sample of a Abex 600 order form write-up.

Abex 600 Exhibits

Should you wish to modify one of the package designs, or create a design of your own, fax your information directly to Abex Design. Abex will use your information to create a new 3-D drawing and plan view with dimensions, along with a detailed quote for the exhibit. Orders for custom Abex 600 exhibits and heavily modified package exhibits will require that you sign and approve a quote generated by Abex Design.

Abex 500 QuickConnect

Package Exhibits

Like Abex 600 the Abex 500 binder pages make it easy to order either fabric or laminate QuickConnect package exhibits. A total price is given for each design in fabric and laminate, plus a breakdown of individual components and their prices is also provided, should you want to mix and match laminate with fabric panels. Simply add up the panels, connectors and any accessories needed, specify your fabric and/or laminate choices, and total the price at the bottom of the page. Should your laminate selection be a non-standard laminate (see earlier description), your order will be sent into Abex Design to receive any additional charges required, and you will need to sign and approve the charges prior to placing an order. See the back of this section for a sample of a Abex 500 order form write-up.

Custom panel sizes and components are not available in Abex 500. Components must be used as shown in the components section of this binder.

Minor panel modifications such as slatwall, lightboxes, monitor cutouts and access doors are not considered custom and may be added to Abex 500 package designs without requiring a quote from Abex Design. Should your customer require custom panel sizes and modifications, the exhibit will be quoted in Abex 900.