



National Account Quoting/Billing Procedures

Allied Industries has partnered with Starbucks Coffee Company to provide SBUX stores with our premium Eco-Grip safety flooring system in all new construction projects, and in most remodel and retrofit projects. This guaranteed specification will bring approximately 500 Eco-Grip projects into the US and Canada pipelines in 2019 alone. We have negotiated a preferred pricing structure with Starbucks, as follows:

Labor + Materials = \$11.50/sqft, plus additional expenses like mobilization, travel, freight, subfloor prep, etc.

1. Installation Labor + Materials = \$11.50/sqft

- Materials are calculated as sqft on the floor + sqft equivalent for 6" base + waste factor
- Example: Take off measures 400sqft on the floor, 147 linear ft. The total estimated sqft = 400sqft + 74sqft base + 5% waste = 498 sqft
- This \$11.50 rate includes supply and installation of up to 3 stainless drain collars / flanges and 7 casework cubby wraps.

2. Mobilization - Expenses for fuel, tolls, parking, ferry travel.

3. Travel - Expenses for food and hotel for projects that are not within daily driving distance. Travel expenses should be itemized based on the number of crew members versus the number of travel days.

4. Union Labor - Labor costs that will need to be paid beyond the base installation labor rate for Union projects or crews utilizing only Union labor.

5. Subfloor Prep Materials - Concrete, grinding wheels, etc. to get the subfloor in good condition for installation. If these items are included in your quote then submit pictures and description of the work needed.

6. Subfloor Prep Labor - Installation of prep materials noted above.

7. Night Work Labor Override - Labor costs that will be paid beyond the base installation labor rate, for projects scheduled to install at night per SBUX or GC mandate.

8. Casework Installation Override - 2 hours labor and extra waste materials associated with intricate cubby-hole casework installation beyond the \$11.50 rate, which includes 7 cubby-hole wraps in the base price. Refer to "Casework Study" document.

9. Additional Drain Installation - A rate of \$150 per drain beyond the 3 units included in the base rate. This \$150 rate includes the stainless flange and installation labor.

10. Freight

11. Taxes

These calculations should be itemized in the RFQ form pictured below, or as may be updated on occasion. The RFQ form should be filled out completely, and be accompanied by a visual scope of installation, highlighted or shaded, similar to the example below.



Starbucks RFQ Submission Criteria

STARBUCKS STORE #	
CPN #	
STORE ADDRESS:	
COLOR SELECTION	<input type="checkbox"/> PEWTER <input type="checkbox"/> CHARCOAL
UNION/NON-UNION	
SQUARE FEET (include sq. ft. for base)	
PROJECT TYPE	<input type="checkbox"/> New Construction <input type="checkbox"/> Shut-Down Renovation <input type="checkbox"/> Operating Retrofit <input type="checkbox"/> Repair
# days for install	# people on crew

RFQ Cost Breakdown:

Labor	
Materials	
Drain installation (over 3 included in base bid, quantity and price)	
Floor Prep Labor (if applicable)	
Floor Prep Materials (if applicable)	
Freight	
Travel (if applicable; food, hotel)	
Mobilization (if applicable; fuel, parking, tolls, ferry)	
Labor Taxes	
Other Taxes	
Union Labor Override	
Night (Retrofit) Labor Override	

Final Invoice must include the appropriate sales tax



Starbucks RFQ Submission Criteria

Installer Contact Info:

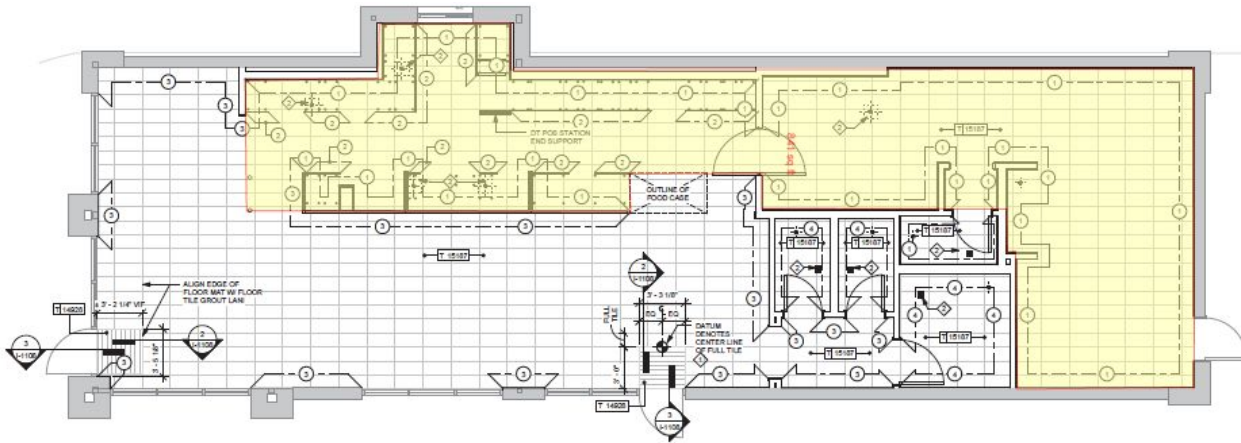
Business Name	
Name	
Address	
Phone Number	
Email	
Trained Installer Name (required)	
Trained Installer Name (required)	
Trained Installer Name (required)	

If you have included prep work as part of your bid, please include a description of the prep work to be performed:

- If you have conducted a site survey for this bid, submit all site survey documents including sketches, pictures, notes.
- If you have included prep work in your bid, please include itemized detail to support the calculation, including description of prep work included, # bags concrete, etc.

Submitted by: _____
Company Name

Printed Name: _____ Date _____



1 FLOOR FINISH PLAN
Scale: 1/4" = 1'-0"

We recognize that site conditions might necessitate a change order. **The change order should be submitted to Allied Industries immediately, along with a description of the work and pictures of the issues.** This documentation will be provided to SBUX and the GC immediately and will be used to support our final billing to Starbucks.



Final billing should be presented within 5 days of project completion, should be marked for net 30 terms, and should include the 3 forms listed below along with **a minimum of 10 pictures of the finished installation**. Final invoices should include all required taxes. Starbucks will review the tax rate, and either pay the rate on the invoice, or opt to pay a different amount based on the advice of their financial departments. *Please be aware that the invoice will not be processed to Starbucks and the net 30 terms will not start until we receive all documentation.*

Executed Close-Out Forms include:

Starbucks New Construction Site Checklist
Starbucks Post-Installation Quality Control Checklist
Starbucks Job Completion Form

Final pictures should include the following:

2-3 wide angle room pictures
Close-up, overhead picture of each drain fixture
Pictures of transitions to other flooring products
Pictures of base terminations around cabinetry
Close-up pictures of SpeedFlex seams
Pictures of inside/outside corners

Final billing documents should be submitted to Caroline Holt at cholt@eco-gripfloor.com AND your local Eco-Grip Distributor or Rep.