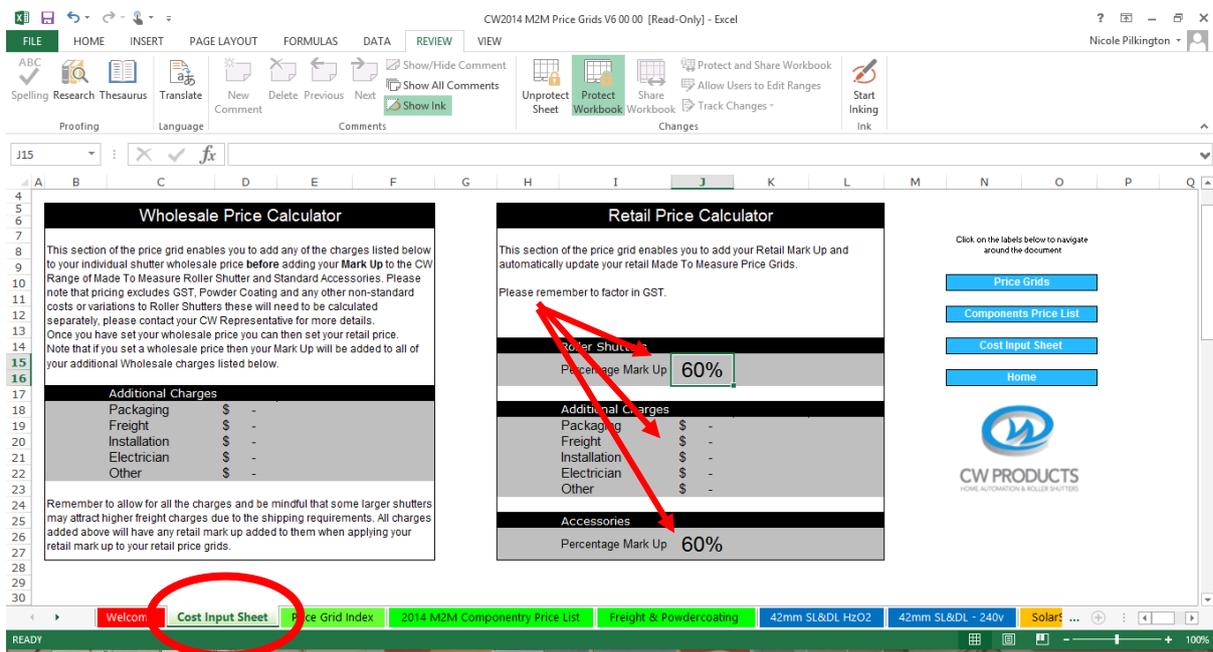


1. We recommend you start by reading the “Welcome” tab, which will help you with a brief understanding of the price grid system and setup.
2. Click over to the “Cost Input Sheet” and you can enter your standard mark-up percentage and any additional charges you need to remember such as freight, installation, electrician’s costs etc. This will allow the price grids to compute both your wholesale buy price, and your retail sell price, all in the one entry. (When doing so, please remember that the price grids are EXCL GST so you will need to factor this in).



3. Click onto the “Price Grid Index” tab. Here you will find a list of all available Roller Shutter product types and variations. Simply find the one you wish to price and click on the name, it will direct you straight to the page you need.
4. Once you have been directed from the Price Grid Index to the correct product page, you need to ensure you have the correct dimensions for the roller shutter, then simply cross-reference the width x height to find the price.

For example: if pricing a roller shutter with a finished size of 1235mm wide X 1870mm height, lookup 1300mm width, work down that column until you find 1900mm height; the point where they intersect is the price - \$523 wholesale

NOTE: The page will have the Wholesale price at the bottom of the page, with the Retail price (including your mark up as entered in Step 2) at the top of the page – please ensure when quoting jobs you are referring to the correct pricing at the TOP of the page! (Refer to image over page)

The screenshot shows an Excel spreadsheet titled "CW2014 M2M Price Grids V6 00 00 [Read-Only] - Excel". The main content is a "RETAIL PRICE GRID" for "42mm Single Line & Double Line Roller Shutter Retail Price Grid". The grid lists various product models and their corresponding prices. Below the grid, there is a section for "Simu Hz Remote Options" with a table of accessories and their prices. The bottom of the spreadsheet shows a navigation bar with tabs: "Welcome", "Cost Input Sheet", "Price Grid Index", "2014 M2M Componentry Price List", "Freight & Powdercoat", "42mm SL&DL HxO2", "42mm SL&DL - 240v", and "Solar".

5. Pricing for some accessories which are optional extras for each product are listed in a box below the prices on the product price page. Accessories are also included in your Step 2 mark-up entry, so if you have entered a figure in Step 2, you will see them on your Retail pricing at your retail price. Alternatively, you can check the "M2M Componentry Price List" for a full range of optional accessories and associated costs.
6. If your customer has selected a colour outside of the standard roller shutter options, you will need to consider additional costs for powdercoating. Refer to the "Freight & Powdercoating" tab on the price grids for details on powdercoating charges.

This tab also lists the cost of freight from CW Products, and which you may want to take into consideration when working out your pricing. Please note: There will be additional freight charges from Pinz which will be worked out on an individual basis. You will also need to keep in mind that each assembled roller shutter incurs a \$10 packaging fee.

Please remember, Pinz are here to help! If you would like us to help with a pricing query, or double check a couple of quotes for you while you are getting the hang of it, please send via email to nicolep@pinz.com.au a copy of the dimensions and the product selection... we are more than happy to be your backup while you are gaining confidence with the process.

If you have any queries regarding Roller Shutter pricing, ordering, or questions on Roller Shutters in general, please contact Nicole or Sonya at Pinz on (08) 8244 7888.