



THE HOME DEPOT OUT OF ASSORTMENT SKU PROCESSING

OVERVIEW

Cambria and The Home Depot have partnered to allow for the sale of Cambria designs that are not featured on the in-store quarry wall.

PROCESS

1. The Home Depot Associate sends their Cambria fabricator an email request with the following information (the normal Home Depot fabricator portal is not used):
 - Customer contact information
 - Measurements
 - Drawings
 - Sq Ft. estimate
 - Design name
2. The fabricator contacts the customer to schedule a templating appointment.
3. The fabricator creates a quote based on the following rules:
 - The fabricator may charge any rate for installed material. There is no Sq Ft. pricing like in-store designs.
 - There are no free labor items included in the price. Customers are charged for the first sink cutout unlike in-store design orders.
 - Negotiated rates for fabrication and labor are the SAME as the in-store program.
 - Examples: under-mount sink and faucet cutouts, radius corners, 45 degree angle inside corner, removal and haul away, plumbing disconnect and reconnect, etc.
 - Installed material is quoted in bulk, all other charges are separate line items with standard Home Depot rates.
4. The fabricator creates a quote then adds 22%-25% on top of their cost creating a retail amount for the customer.
5. Example of an out of assortment quote provided by the fabricator to Home Depot:


THE HOME DEPOT OUT OF ASSORTMENT SKU PROCESSING

Fabricator Name

Tel 555-555-555

Fax 555-555-555

email@email.com



HOME DEPOT QUOTE & AFTER TEMPLATE REPORT

Date	Quote #
04/18/23	ADMO45698-D

Sold To:

Home Depot

Abbv

Store #9999 Smallville

1234 Kryptonite Drive

Smallville, USA

Phone: 555-555-5555

Installation Address:

4642 Cook - 9987

Linda Cook

5678 Jimmy Olsen Blvd

Smallville, USA

Phone: 555-555-5555

Email: Lcook@Solitude.com

Home Depot Support Specialist

Francisco

P.O. Number:

21419987

Description	Notes	B/S?	Color	Finish	Unit	Unit List	Ext. List
Kitchen							
Home Depot Stonemark Quartz - Out-of-assortment color		No	Lido Blanco	Polished	3cm 57.6 SF	\$119.00	\$6,854.40
Double Radius (Pencil Around)	Home Depot Double Radius (Pencil Around) Quartz & Geos				28.83 LF	\$0.00	\$0.00
Home Depot Undermount Sink and faucet holes cutouts and Installation -					1 EA	\$250.00	\$250.00
Home Depot Radius Corners/ Clip Corner >18" to 42"					2 EA	\$135.00	\$270.00
Home Depot 45 Degree Angle Inside Corner					1 EA	\$155.00	\$155.00
MSI 4060-3120S Double Bowl	SIN-18-DBLBW L-4060-3120S				1 EA	\$0.00	\$0.00
Home Depot Remove and Haul Away (Tile or Stone)					45 SF	\$13.50	\$607.50
Home Depot Plumbing Disconnect for Countertops					1 EA	\$230.00	\$230.00
Home Depot Basic Plumbing Reconnect					1 EA	\$475.00	\$475.00
Bump Out (Each) - Home Depot Custom Line					1 EA	\$150.00	\$150.00
Total PO							\$8,991.90

Installed material price. Not a set sq ft price

Fabrication and labor costs. These line items are the same price as the in-store program

Retail price. Fab costs + 22%-25%

6. The fabricator copies the quote into the Home Depot ESVS System OR emails it to the store.
7. Customer purchase: the Kitchen Associate selects the general Cambria SKU, then selects "out of assortment". This allows The Home Depot and Cambria to track the sale and is used for reporting purposes.
8. The customer must pay in full prior to the start of the job.
9. Upon completion, Home Depot pays the fabricator 75% of the retail amount.

NOTE: Promotional discounts (20% off, etc.) are NEVER offered on out of assortment design sales.