



# Countertop Programs

  
Accent

# Countertop Programs Overview

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## Main Kitchen Designer Program

- The program colors, pricing and options are established by Home Depot corporate
- Products include: Granite, Quartz, Solid Surface, Laminate, & Ultra Durable
- The Home Depot Countertop program is made up of square foot pricing for the countertop and backsplash, along with in-program options (called Optional Installation Work) and custom options developed by Accent (called Custom Labor)
- This is a “semi-custom” program

## Pro Program

- Developed by Accent for our markets with the help of District and Regional Managers
- Simplified program with few color options in order to target contractors at a super competitive price

## Remnant Program

- It's a standard program with its own SKUs but the pricing and options are determined by Accent
- Remnants are available on our website or can be seen in person **BY APPOINTMENT ONLY** in Accent's Murray, UT warehouse

## Prefab Program

- Extremely limited, only works for straight runs, no pass throughs, no islands, no peninsulas, no raised bars, no vanities.
- We cut the piece to length and cut and polish a sink and install it.



# Main Kitchen Designer Program

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- Granite & Quartz is 3cm only
- Ultra Durable is 2cm only
- All in-program edges are free to the customer
- Standard Options listed under Optional Labor
- Custom options available using the “Custom Labor” line
- When simply priced by the Sq. Ft. without the custom options, this is a “semi-custom” program. We can turn it into a custom countertop program by utilizing in-program and custom options such as: Oversized Piece Charge, Radius Corners, Custom Edges, Digital Slab View, etc.

## Be sure to:

- Process a separate P.O. for each color / no need for a separate P.O. for each area as long as the color is the same
- Include the color of quartz composite sinks in the line item
- Collect payment before sending over a P.O. / Do not send P.O. without payment
- When building a P.O. from an in-home quote, itemize the P.O. / do not lump sum into one Custom Labor line item
- Include vessel sinks as a Top Mount cutout
- Not undersell what our salespeople or templators have sold



# Optional Labor Items – Solid Surface Only

Line Desc	Notes	3cm Caesarstone	3cm Silestone	3cm Cambria	3cm Stonemark Quartz	3cm Viatera	3cm Granite	3cm Natural Stone	2cm Dekton	2cm Stonemark Porcelain	Prefab Granite	Remnant SKU	Hi Macs	Corian	Wilsonart SS
EDGE DETAIL - Bevel 1/4 T&B	Solid Surface Only												X	X	X
EDGE DETAIL - Large Ogee	Solid Surface Only												X	X	X
EDGE DETAIL - Roundover 1/4 T&B	Solid Surface Only												X	X	X
EDGE DETAIL - Roundover 3/4	Solid Surface Only												X	X	X
EDGE DETAIL - Roundover 3/8	Solid Surface Only												X	X	X
INTEGRAL BOWL SINKS - AD1630 EQUAL DOUBLE BOWL	Solid Surface Only												X	X	X
INTEGRAL BOWL SINKS - AD3016 OFFSET DOUBLE BOWL	Solid Surface Only												X	X	X
INTEGRAL BOWL SINKS - AK1413 SQUARE BAR	Solid Surface Only												X	X	X
INTEGRAL BOWL SINKS - AK2113 RECTANGLE VANITY LARGE	Solid Surface Only												X	X	X
INTEGRAL BOWL SINKS - AK2615 SINGLE BOWL	Solid Surface Only												X	X	X
INTEGRAL BOWL SINKS - AV1612 OVAL VANITY	Solid Surface Only												X	X	X
INTEGRAL BOWL SINKS - AV1812 RECTANGLE VANITY	Solid Surface Only												X	X	X
INTEGRAL BOWL SINKS - AV1813 OVAL VANITY LARGE	Solid Surface Only												X	X	X
LABOR FEE FOR INTEGRAL SINKS (SINK MOUNT ONLY-NO HOOKUP)	Solid Surface Only												X	X	X
COVING (PREPARE COVE TO ACCEPT BACKSPLASH OR TILE) BACKSPLASH MATERIAL SOLD SEPARATELY	Solid Surface Only												X	X	X

# Custom Labor

Custom Labor	Unit	3 cm Quartz SKUs	3 cm Granite & Natural Stone SKUs	2cm Dekton & Stone mark Porcelain	Prefab Granite	Remnant SKU	Solid Surface SKUs
Chip Minimizer Kitchen (Half Bullnose or Bevel)	Each	\$250	\$250	N/A	\$250	\$250	N/A
Chip Minimizer Vanity or Small Sink (Half Bullnose or Bevel)	Each	\$175	\$175	N/A	\$175	\$175	N/A
Digital Slab View	Each	\$250	\$250	\$250	N/A	\$250	N/A
Window Sill	Each	\$200	\$200	\$200	\$200	\$200	\$200
Scribe Splash to Mirror	Each	\$175	\$175	\$175	\$175	\$175	\$175
Enhanced Sealer (Granite Only)	Each	N/A	\$150	N/A	\$150	\$150	N/A
Lifetime Sealer Warranty Against Stains (Includes Enhanced Sealer)	Each	N/A	\$350	N/A	\$350	\$350	N/A
Kitchen Stainless Equal Double 16g (S227-16)	Each	\$269	\$269	\$269	\$269	\$269	\$269
Kitchen Stainless Equal Double 18g (S227-18)	Each	\$199	\$199	\$199	\$199	\$199	\$199
Kitchen Stainless Equal Double 18g Square (S225-18)	Each	\$359	\$359	\$359	\$359	\$359	\$359
Kitchen Stainless Single Bowl 16g (S380-16)	Each	\$269	\$269	\$269	\$269	\$269	\$269
Kitchen Stainless Single Bowl 18g (S380-18)	Each	\$199	\$199	\$199	\$199	\$199	\$199
Kitchen Stainless Single Bowl 18g Square (S275-18)	Each	\$359	\$359	\$359	\$359	\$359	\$359
Kitchen Stainless Single Bowl 18g Small (S214-18)	Each	\$139	\$139	\$139	\$139	\$139	\$139
Kitchen Stainless Single Bowl 18g Small Square (S210-18)	Each	\$275	\$275	\$275	\$275	\$275	\$275
Kitchen Stainless Unequal Double BBL 16g (S360-16)	Each	\$269	\$269	\$269	\$269	\$269	\$269
Kitchen Stainless Unequal Double BBR 16g (S360R-16)	Each	\$269	\$269	\$269	\$269	\$269	\$269
Kitchen Composite Equal Double (QS5050) Verify Color	Each	\$475	\$475	\$475	\$475	\$475	\$475
Kitchen Composite Single Bowl w/Offset Drain (S3318SSP ) Verify Color	Each	\$475	\$475	\$475	\$475	\$475	\$475
Kitchen Composite Single Bowl w/Center drain (QS1000) Verify Color	Each	\$475	\$475	\$475	\$475	\$475	\$475
Kitchen Composite Unequal Double BBL (QS6040) Verify Color	Each	\$475	\$475	\$475	\$475	\$475	\$475
Kitchen Composite Unequal Double BBR (QS4060) Verify Color	Each	\$475	\$475	\$475	\$475	\$475	\$475
Utility Stainless Single Bowl Small 18g (S207-18)	Each	\$99	\$99	\$99	\$99	\$99	\$99
Utility Stainless Single Bowl Small 18g (S310-18)	Each	\$99	\$99	\$99	\$99	\$99	\$99
Vanity Porcelain Small Oval (VC12) Verify Color	Each	\$50	\$50	\$50	\$50	\$50	\$50
Vanity Porcelain Standard Oval (VC10) Verify Color	Each	\$50	\$50	\$50	\$50	\$50	\$50
Vanity Porcelain Small Rectangle (VCR50) Verify Color	Each	\$75	\$75	\$75	\$75	\$75	\$75
Vanity Porcelain Standard Rectangle (MSI-1813) Verify Color	Each	\$75	\$75	\$75	\$75	\$75	\$75
EDGE DETAIL - Laminated/Mitered Edge	Ln. Ft.	\$30	\$30	\$45	N/A	\$30	N/A
EDGE DETAIL - Custom Edge	Ln. Ft.	\$30	\$30	\$30	N/A	\$30	\$30
EDGE DETAIL - Bevel	Ln. Ft.	N/A	N/A	N/A	N/A	\$10	N/A
EDGE DETAIL - Bullnose	Ln. Ft.	N/A	N/A	N/A	N/A	\$15	N/A
EDGE DETAIL - Double Radius	Ln. Ft.	N/A	N/A	N/A	N/A	\$10	N/A
EDGE DETAIL - Ogee	Ln. Ft.	N/A	N/A	N/A	N/A	\$30	N/A
EDGE DETAIL - Eased	Ln. Ft.	N/A	N/A	N/A	N/A	\$10	N/A
Metal Bar Supports	Each	\$200	\$200	\$200	\$200	\$200	\$200
Waterfall Leg	Each	\$250	\$250	\$250	\$250	\$250	\$250
Polish Underside of Overhang or Waterfall Panel	Sq. Ft.	\$30	\$30	\$30	N/A	\$30	N/A
Plumbing Disconnect (Kitchen)	Each	\$250	\$250	\$250	\$250	\$250	\$250
Plumbing Disconnect (Vanity)	Each	\$150	\$150	\$150	\$150	\$150	\$150
Countertop/ Backsplash	Sq. Ft.	N/A	N/A	N/A	N/A	\$52	N/A

# Pro Program

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- Eight entry level colors (Pro Select), Eight upgraded colors (Pro Plus)
- Two Kitchen Sink options (Stainless Steel, one equal double, one single bowl)
- Two Vanity Sink options (Porcelain, one rectangle, one oval)
- No top mount sinks allowed, need to switch programs if they need a T/M sink
- Customer select slabs is not available
- Job minimum is minimum per color
- Reduced minimum of \$800 per PO
- Expedited Template & Install

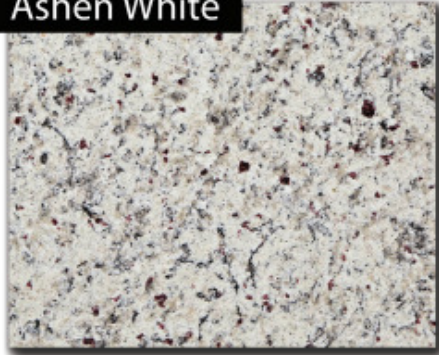
## Be sure to:

- Include a sink cutout charge on every job. If the job doesn't have a sink, include a Kitchen sink cutout.
- The sink is free but if we're not installing the sink, the customer doesn't get it
- Need a separate P.O. for each color because each color needs its own minimum
- If you're pricing the job out, please include the amount of Sq. Ft. sold in the P.O. Special Instructions along with other custom items (mileage, upgraded edge, etc.)
- Put notes in the Special Instructions section, not the Custom Labor
- Include Contractor's License # AND Company name OR Pro Xtra Number

# Pro Select

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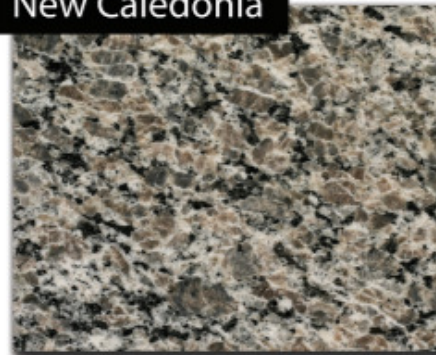
Ashen White



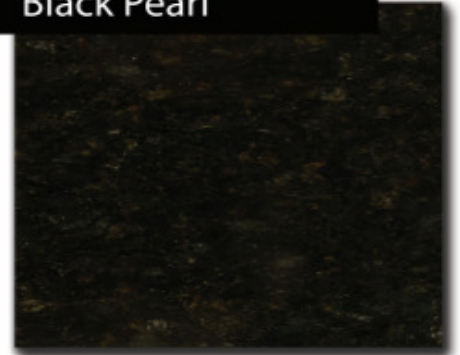
Bengal White



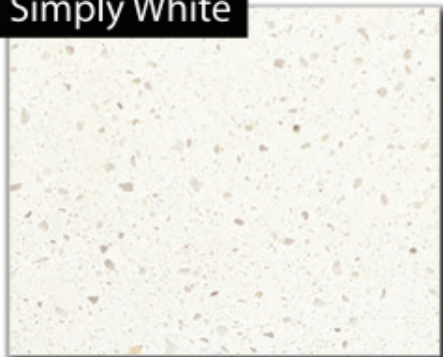
New Caledonia



Black Pearl



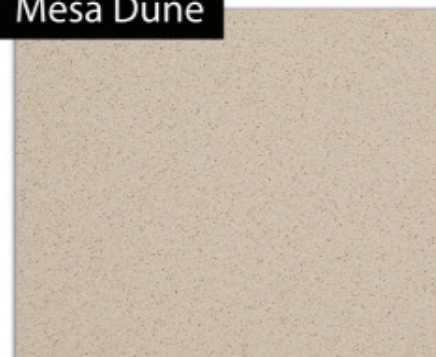
Simply White



Chipped Ice



Mesa Dune



Brushed Flannel





# Pro Plus

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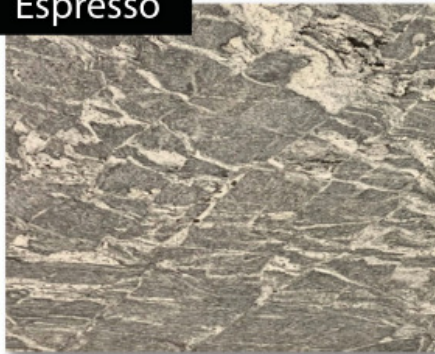
Summit White



White Fantasy



Espresso



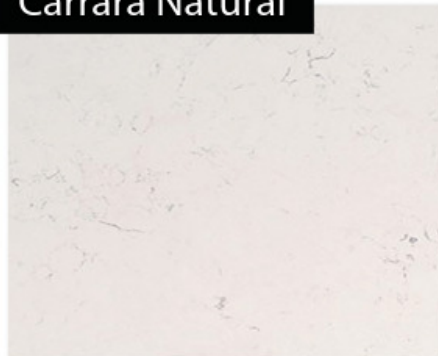
Silver Pearl



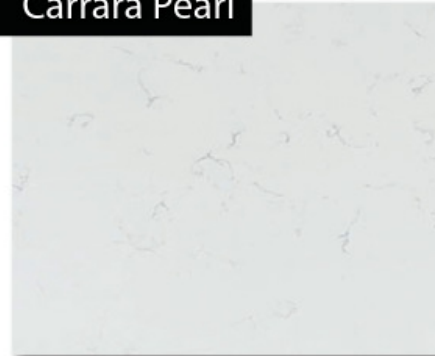
Carrara Latte



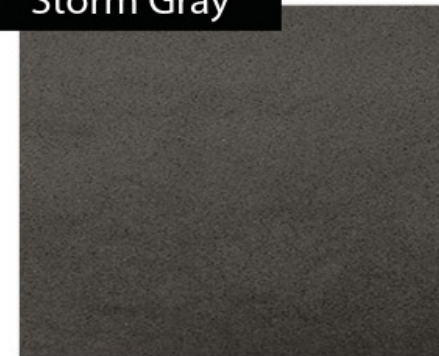
Carrara Natural



Carrara Pearl



Storm Gray



# Pro Program Sinks

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**\$250**

**UNDERMOUNT KITCHEN STAINLESS STEEL SINKS**  
(Includes Sink and Cutout)

**Double Bowl**



33" cabinets and larger

**Single Bowl**



27" cabinets and larger

**\$175**

**UNDERMOUNT VANITY PORCELAIN SINKS**  
(Includes Sink and Cutout)

**Oval**



**Rectangle**



# Pro Program

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## OPTIONS - Included with countertop pricing:

- Eased edge
- Reduced minimum of \$800 per purchase order
- Expedited Field Measure
- Expedited installation
- All transactions, post PO, to be completed by Accent Countertops via **Install2Go**
  - PAR/PASA provides initial purchase order to Accent Countertops and all contact info
  - Accent Countertops completes field measure, CAD drawing and PO variance
  - Accent Countertops communicates with PRO Customer & collects additional monies due
- Use one single SKU for the entire PRO program:
  - **799887 PRO VOL OTHER QUARTZ-NAT (1005-ORDERS OVER \$100,000.00 RETAIL)**

All Costs go into Orders over \$100,000 Retail

No Cost should ever be entered into Custom Labor

# Pro Program Pricing

Items to be Lumped Summed into Orders Over \$100,000	Price	Unit	Items to be Lumped Summed into Orders Over \$100,000	Price	Unit
45 Degree Angle/Inside Corner (At Corner Sink Or Lazy Susan)	\$ 155.00	Each	Large / Oversized Piece (Greater Than 20 Sq Ft) (Per Order)	\$ 250.00	Per Job
Additional Faucet Hole (Per Hole >4 Holes)	\$ 20.00	Each	Lifetime Sealer Warranty Against Stains (Includes Enhanced Sealer)	\$ 350.00	Per Job
Additional Mileage > 50 Miles From Accent Calculated One Way	\$ 2.00	Each	Metal Bar Supports	\$ 200.00	Each
Chip Minimzer - Bevel	\$ 250.00	Each	Outlet Cutout	\$ 25.00	Each
Chip Minimzer - Half Bullnose	\$ 250.00	Each	Plumbing Disconnect (Kitchen)	\$ 250.00	Each
Cooktop Cutout	\$ 120.00	Each	Plumbing Disconnect (Vanity)	\$ 150.00	Each
Digital Slab View	\$ 250.00	Per Job	Polish Underside of Overhang or Waterfall Panel	\$ 30.00	Sq. Ft.
EDGE DETAIL - Bevel	\$ 10.00	Lin. Ft.	Radius Corners/Radius Ends (>1/8" & Up To 4")	\$ 60.00	Each
EDGE DETAIL - Bullnose	\$ 30.00	Lin. Ft.	Radius Corners/Radius Ends (>4" & Up To 24")	\$ 135.00	Each
EDGE DETAIL - Double Radius	\$ 30.00	Lin. Ft.	Radius Corners/Radius Ends (>24")	\$60 Each + \$20 / Lin Ft	
EDGE DETAIL - Half Bullnose	\$ 10.00	Lin. Ft.	Remove And Haul Away (Not Tile Or Stone)	\$ 9.00	Sq. Ft.
EDGE DETAIL - Ogee	\$ 30.00	Lin. Ft.	Remove And Haul Away (Tile Or Stone)	\$ 13.50	Sq. Ft.
EDGE DETAIL - Custom Edge	\$ 30.00	Lin. Ft.	Scribe Splash to Mirror	\$ 175.00	Per Job
EDGE DETAIL - Eased	\$ -	Lin. Ft.	Topmount Sink	Not Available	
EDGE DETAIL - Laminated/Mitered Edge	\$ 30.00	Lin. Ft.	Trip Charge	\$ 200.00	Per Job
Enhanced Sealer (Granite Only)	\$ 150.00	Per Job	Undermount Installation - Cast Iron Or Farm Sink	\$ 350.00	Each
High Rise, Condo, Elevator, Restricted Area, Carry Up Or Walk-Up Fee	\$ 250.00	Per Job	Undermount Installation - Stainless Steel (Labor Only)	\$ 250.00	Each
Kitchen Composite Equal Double (QS5050) Verify Color	\$ 475.00	Each	Undermount Installation - Vanity (Labor Only)	\$ 175.00	Each
Kitchen Composite Single Bowl w/Center drain (QS1000) Verify Color	\$ 475.00	Each	Utility Stainless Single Bowl Small 18g (S207-18)	\$ 99.00	Each
Kitchen Composite Single Bowl w/Offset Drain (S3318SSP ) Verify Color	\$ 475.00	Each	Utility Stainless Single Bowl Small 18g (S310-18)	\$ 99.00	Each
Kitchen Composite Unequal Double BBL (QS6040) Verify Color	\$ 475.00	Each	Vanity Porcelain Small Oval (VC12) Verify Color	FREE	Each
Kitchen Composite Unequal Double BBR (QS4060) Verify Color	\$ 475.00	Each	Vanity Porcelain Small Rectangle (VCR50) Verify Color	\$ 75.00	Each
Kitchen Stainless Equal Double 16g (S227-16)	\$ 269.00	Each	Vanity Porcelain Standard Oval (VC10) Verify Color	\$ 50.00	Each
Kitchen Stainless Equal Double 18g (S227-18)	FREE	Each	Vanity Porcelain Standard Rectangle (MSI-1813) Verify Color	FREE	Each
Kitchen Stainless Equal Double 18g Square (S225-18)	\$ 359.00	Each	Waterfall Leg	\$ 250.00	Each
Kitchen Stainless Single Bowl 16g (S380-16)	\$ 269.00	Each	Window Sill	\$ 200.00	Each
Kitchen Stainless Single Bowl 18g (S380-18)	FREE	Each			
Kitchen Stainless Single Bowl 18g Small (S214-18)	\$ 139.00	Each			
Kitchen Stainless Single Bowl 18g Medium (for 30" Cabs) (P-SIN-18-SINBWL-2718)	FREE	Each			
Kitchen Stainless Single Bowl 18g Small Square (S210-18)	\$ 275.00	Each			
Kitchen Stainless Single Bowl 18g Square (S275-18)	\$ 359.00	Each			
Kitchen Stainless Unequal Double BBL 16g (S360-16)	\$ 269.00	Each			
Kitchen Stainless Unequal Double BBR 16g (S360R-16)	\$ 269.00	Each			

# Remnant Program

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- Perfect for smaller jobs, often cheaper and more options than program colors
- Jobs are scheduled with larger jobs in the same area, can lead to longer lead times
- If we need to replace the remnant for any reason (breaks, scratches, etc.), it can be replaced with another remnant, not a full slab of the same color
- No top mount sinks allowed, need to switch programs if they need a T/M sink
- For the remnant SKU only, the Half Bullnose edge is the only free edge and should be entered into Optional Installation Work. All other edges need to be paid for in the Custom Labor. (Otherwise, we won't get paid and the customer won't have to pay)

## Be sure to:

- Charge for a laminated edge, we were only giving away free lamination on the 2cm granite program that was transacted on the Remnant SKU
- Include Remnant ID in the notes
- Give customers the in-home salesperson's contact info if they want to see a Remnant in person. We are not set up for walk-ins for slab viewing

# Remnant Program

\$600 Minimum  
Includes installation, sink, and half bullnose edge

**\$52/s.f. WITH \$600 MINIMUM**

**\$50  
LS - 1714**



**\$175 PER SINK CUTOUT AND POLISH**



**HALF BULLNOSE EDGE**

**\$75  
LS - 2014**



**INCLUDED**

**Accent**

# SFI

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- Leads sent in by store associates
- One of our in-home salespeople contact the customer and meet in their home
- Great for use by associates who may not know countertops well enough to sell
- Great for when a Kitchen Designer is out or with another customer
- Great for customers who want an out of program color

## Be sure to:

- Help the customer narrow their color selection before you send us the lead information. Our salespeople will not go out to a home if a customer doesn't know what color they want.
- Help the customer understand this is not a free in-home measure. Our salespeople do not have time to measure homes so people can go around and shop our bid. The customer should be basically ready to purchase before we go to their homes.

# Prefab

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- Slabs come cut to 112” lengths by 26” deep (countertop depth)
- Slabs come prefabricated with an eased edge
- Can only be used for galley kitchens
- Pro Program is usually a better and cheaper option
- No material warranty



Be sure to:

- Educate customers on the limitations



# Common Mistakes

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- Entering Oversized Piece Charge as Custom Labor (it has an Optional Labor line)
- Selling a Top Mount sink on a Pro Job or a Remnant Job
- Not including an edge detail on every P.O.
- Splitting up areas into their own P.O.s (except if they are different colors)
- Lump summing the In-Home sale quote into Custom Labor on the P.O.
- Processing a P.O. without the customer paying
- Not noting what side the big bowl is on for unequal double bowl sinks
- Not noting quartz composite sink colors
- Not including color and sink in Special Instructions on Pro jobs (include as many notes as possible (job sq. ft. if you know it, edge detail, areas of the house, etc.))
- Not noting which item(s) you've removed from an in-home salesperson's quote in the Special Instructions
- Not charging for edge upgrades on Remnant jobs (only free edge is Half Bullnose)
- Selling Prefab on jobs with inside diagonal corners, islands, peninsulas, etc.
- Not charging for a Laminated Edge on Remnant jobs
- Not canceling the original P.O. and processing an entirely new P.O. when a customer changes color
- Not sending an email on a closed-out P.O. (we do not get notes on a P.O. that has been closed)