

## Pricing Information

- Viracon seams all heat treated glass edges. If additional edgework is required, contact a Viracon representative for pricing.
- The square footage listed on your quotation includes the sq. ft. minimum quoted for the project.
- All square foot pricing is invoiced rounding to the next even dimensional inch.
- There are additional costs for non-rectangular shapes and offset units. Please contact a Viracon representative for pricing.
- Minimum glass order requirements (excluding any applicable freight and/or setup charges) as follows:
  - **US\$500** minimum applies standard Viracon coatings, uncoated products and spandrel applications
  - **US\$1000** minimum applies to silkscreen products and non-standard coatings
- Miscellaneous or Replacement Orders
  - Priced at applicable rectangle or pattern charge – Plus Freight
  - A \$150 boxing charge will apply for all orders <= 10 units/lites.
  - Applicable minimums, set-ups and silk-screen charges may apply

## Boxing

- Note: Viracon's standard packaging method is wooden cases (not to exceed 2,500-lb max for domestic and 1814-kg max for export).
- Inquiries regarding alternative packaging methods should be directed to your Customer Sales & Service Representative.
- Viracon's standard boxing procedure is to box products according to size; similar sizes will be boxed together. Multiple designations (i.e. floor, elevation, building) are subject to additional charges. Special boxing requests are subject to review and will incur additional charges (**add of \$.30 psf**). All special boxing requirements are due at the time of the initial order.
- **Standard Boxing:** (Based on cases not to exceed 2,500-lbs.) - Defined as one boxing designation, (i.e. Box by Floor). Viracon will box by floor by similar sizes.
- **Custom Boxing Service:** (Based on cases not to exceed 2,500-lbs.) - Defined as multiple boxing designations, (i.e. Box by Floor and Box by Elevation), **Add \$.30 psf to all quoted prices.**
- Packaging requests for cases less than 1,000-lbs. are subject to additional boxing charges. Any additional charges will be determined at receipt of Purchase Order and mutual review by Viracon and our customer prior to implementation.

## Delivery

- Delivery is based upon full truck or container loads, non-union drivers, and one order/one shipment.
- Miscellaneous releases that are less than a truckload are subject to additional freight and boxing charges.
- All additional delivery costs arising from local labor agreements shall be borne by buyer.

## Technical Information

- Viracon will orient roller wave parallel to the base glass dimension where possible. Due to manufacturing limitations, base dimensions in excess of 96" (2438mm) will have roll distortion perpendicular to the base. For ½" and thicker glass plies or units incorporating ceramic frit with a base dimensions in excess of 84" (2134) will have roll distortion perpendicular to the base.
- Viracon recommends heat-strengthened glass in lieu of tempered glass in areas that do not require safety glazing.
- Viracon recommends heat soak testing for all tempered glass. Heat soaking is offered for an additional charge and must be specified on customer purchase order. Viracon does not warrant spontaneous breakage in tempered glass that has not been heat soaked. Caution: Inherent product characteristics and applications will determine the maximum product size. SPECIAL NOTE: Contact a Viracon Representative for specific product limitations.
- Maximum 1/8" (3mm) glass heat strengthening capacity is 48" x 84" (1219mm x 2134 mm.) Viracon does not offer 1/8" (3mm) tempered products.
- All units/lites greater than 50 square feet (4.65 sq. m) must be heat strengthened. Units/lites exceeding 65 square feet (6.04 sq. m) must have production and technical approval. Annealed Units exceeding a 5-1 ratio must be split. Heat treated units exceeding a 10-1 ratio must be split. All units/lites greater than 50 square feet (4.65 sq. m) are subject to additional charges. Please refer to your quote for charges.
- Reflective Coatings: Minimum reflective coating capacity is 12" x 36" (305 mm x 915 mm) or 24" x 24" (610 mm x 610 mm). In addition to the square foot price and applicable square foot minimum quoted, there will be an additional charge (\$35 each) for all lites/units less than 3 square feet. All coated lites/units less than 2 square feet require manufacturing approval.
- Standard maximum coating capacity is: 84" x 144" (2134mm x 3658mm). Sizes up to 96" x 144" (2438mm x 3658mm) or 84" x 165" (2134mm x 4191mm) can be fabricated pending production and technical approvals.

- Viracon's coatings are classified as a sputtered or "soft" coating. Viracon's VE, VG, VXG, VLE, VNE, VRE, and VUE coatings will oxidize and be contaminated if exposed to external elements. Because these referenced coatings are sputtered coatings, they are susceptible to corrosion, and edge deletion of the coating is required. The silicone seal and the edge deleted glass result in the coating being completely sealed within the insulating glass unit.

## Other Pertinent Information

- All applications are quoted by Viracon subject to review of loading information, design details and thermal considerations.
- Prices are subject to review upon receipt of final sizes and quantities. Makeup's and unit sizes are subject to technical approval on review of wind loading data and Viracon approval of shop drawings and glazing detail. Any additional requirements resulting from review of technical data will be assessed appropriate charges.
- Buyer shall be responsible for the accuracy of all documents, data, glass take-offs, shop drawings, specifications, architectural drawings, and CAD files furnished by Buyer to Viracon. Viracon shall not be liable for any errors or omissions in documents, data, glass take-offs, shop drawings, specifications, architectural drawings, and CAD files furnished by Buyer, including but not limited to drawings not drawn to scale, not accurately depicting glass sizes, not depicting glass edges, or that do not depict proper orientation of the glass.
- All orders must be identified as conventional or structural glazing. All structural applications must be identified as two or four sided. Shop drawings will be required on all four-sided structural applications. Review of wind loading requirements is required on all structural applications. There may be additional charges due to increased sightlines on structural glazed applications if the required sightline exceeds 11/16" (17 mm).
- All patterns must be submitted to Viracon on Mylar (rolled, not folded) or CAD. Cardboard, plain paper or plywood will not be accepted. Pattern shapes and offsets carry a premium charge. Pattern shaped pricing is based on full block size required to cut the pattern.
- **Viracon Coating Offering:**
  - Viracon offers the following coatings on a regular (weekly) run schedule:
    - Low-E/Radiant Low-E products: VUE-40, VUE-50, VLE-70, VE-2M, VE-42, VE-48, VE-52, VE-85, VRE-30, VRE-38, VRE-46, VRE-54, VRE-59, VLE-39, VLE-47, VLE-51, VLE-57
    - Reflective coatings: VS-08, VS-14, VS-20, VP-13, VP-18, VP-22
  - Any coating not listed above is considered a limited run coating and is subject to extended lead-times, premium pricing and set-up charges. Please refer to your quotation for this information.
- Viracon's standard sample size is 12" x 12" (305mm x 305mm). Requests larger than our standard 12" x 12" sample size would result in freight and material charges as applicable.
- Viracon now specifies the use of 100% silicone (base polymer) setting/side blocks "setting blocks" for all applications.

## Incoterms® 2010

- The Incoterm referenced in the Viracon QUOTATION will be applicable for all transactions.
- **FCA Named Place:** Free Carrier to USA named place: The named place is typically the shipment origin (Viracon's plant) or can be another place within the USA. Viracon is responsible for loading the freight on the collecting vehicle (freight collect) or delivering it to the named USA destination (pre-carriage, freight prepaid) and export clearance (if applicable). Viracon's risk ends upon shipment from origin or upon delivery to the named USA destination. The Buyer is responsible for all freight forwarder fees, import clearance, unloading fees, and main carriage/on-carriage costs that are beyond the named place.
- **CIP Named Place:** Carriage and Insurance Paid to named place: Viracon is responsible for delivering the goods to the named place of destination and export clearance. This includes contracting and paying all transportation costs, and providing required insurance and costs to the named place. Viracon's risk ends upon delivery to the first carrier in the USA. The Buyer must provide import clearance, is responsible for unloading, and if the named place is a port, will be responsible for the on-carriage. Any detention fees, fines, or other accrued costs that are incurred due to the Buyer not clearing the goods in a timely manner will be for the Buyer's account.
- **DAP Named Place:** Delivered At Place to named place: Viracon is responsible for delivering the goods to the named place of destination and export clearance (if applicable). This includes contracting and paying all transportation costs to the named destination. Viracon's risk ends upon delivery to the named place, but not unloaded. The Buyer must provide import clearance (if applicable), is responsible for unloading, and if the named place is a port, will be responsible for any applicable detention fees or fines, and on-carriage.

## Terms of Sale

- The Viracon Terms of Sale document previously provided to your company or that you reviewed at [www.viracon.com](http://www.viracon.com) controls this document. All subsequent documentation for this project will also be subject to the Viracon Terms of Sale.