

### ★ Important Customer Information

- LED handrail is custom-engineered, and all projects start with a minimum of 16.4' for steel and aluminum railing (8.2" for wooden handrail) and 32' for corresponding LED strips (24v standard).
- Pricing varies based on multiple factors including (but not limited to) slopes, transitions, mounting type, and installation complexity.
- Architectural drawings are mandatory for accurate quoting and are generated once deposit is received.
- Typical lead time: 1-2 days for quotes, 3–7 days for drawings, 3-7 days for lead time for material to ship once drawings are approved. Powder Coating adds approximately 1 business week.
- Installation requires a professional handrail installer or contractor familiar with cutting stainless steel, not a standard electrician.

### What TSLC Needs to Generate a Quote

#### Required:

- Full architectural drawings (PDF) **only** of the handrail portions, including:
  - Top-view handrail details – marked up with dimensions
  - Side-view handrail details - marked up with dimensions
- *Tip: Handrail details are usually in stair, ramp, or landscape sections — not electrical.*
- All bends, turns, elevation changes
- Mounting type for each section (wall, post surface mount, post in-ground)
- Desired End Style for each section (wall return, end caps, return to post)
- Desired driver/power supply locations
- Any available field measurements

#### Not accepted:

- Full architectural drawings (only pertinent handrail portions should be sent)
- Screenshots and/or Phone photos
- Partial drawings

## **Pricing & Quote Policy**

- A Budgetary Quote is provided after receipt of required information. Actual Bill of Material is generated once a Purchase Order is received.
- Quotes are only valid for 30 days. Any new information after quoting may change the price.
- Drawings are quoted based on the scope. Any changes in the scope will affect drawing.
- Projects with 100+ linear feet or with 5+ runs may require additional CAD files or markup drawings.

## **Purchase Order & Prepayment**

- All handrail orders require 50% deposit prepayment.
- Prepayment does not lock pricing indefinitely — approvals must be received in a timely manner.

## **Technical Drawings**

- Drawings begin after we receive the 50% deposit
- Includes 1 drawing set + 1 revision.
- Additional revisions: \$250/hr.
- Drawings must be approved with wet or certified e-signature (no email approvals).
- Drawings must be approved or sent back with requested changes within 5 business days of receipt.
- Drawings not approved within 30 days of order placement are subject to a requote at the current material costs.

## **Product Shipment Timeline**

- Shipment timeline begins after drawings have been approved.
- Most material is in stock without any lead time.
- Orders are picked and packed within a few days. Any material not in stock generally takes around 5-10 days to come in then the order will ship complete.
  - LEDs and drivers are generally in stock. LEDs and Drivers that are not in stock have an approximate lead time of 6-7 weeks.
- Any changes after production starts = extra cost + delays.

## Shipping

- Ships from Irvine, CA.
- Shipping costs are not included and will be added to the final invoice at the time that the material is picked and packed. Handrail is in a 17ft long crate and is subject to oversized length surcharges from LTL carriers. We cannot quote shipping until your order is packed and ready to ship.
- Any special requirements from the delivery location (including needing a lift gate) must be communicated in the PO as there will be an additional charge.
- There must be a forklift at the delivery site to receive the material.
- Transit time: 2-7 days depending on location.

## Installation Notes for Reps to Communicate

LED handrail installation requires:

- Stainless-steel cutting/gluing (sometimes welding)
- Structural alignment
- Electrical integration
- Most electricians cannot install handrail.
- We recommend a professional handrail installer or contractor familiar with cutting stainless steel.

 Rep Support Contact

The Smart Lighting Company - 949-346-3456

[sales@thesmartlightingcompany.com](mailto:sales@thesmartlightingcompany.com)

## Guide to Handrail Quoting and Information Needed

PROJECT NAME: \_\_\_\_\_

PROJECT LOCATION: \_\_\_\_\_

REP AGENCY; \_\_\_\_\_

HOW SOON DO YOU PLAN TO ORDER: \_\_\_\_\_ Less than 1 month \_\_\_\_\_ 1-3 months \_\_\_\_\_ 4+

COMPANY NAME: \_\_\_\_\_ YOUR NAME: \_\_\_\_\_

EMAIL: \_\_\_\_\_ PHONE: \_\_\_\_\_ WEBSITE: \_\_\_\_\_

⊖ **Please fill out each section** Each unique section of rail requires its own form filled out.

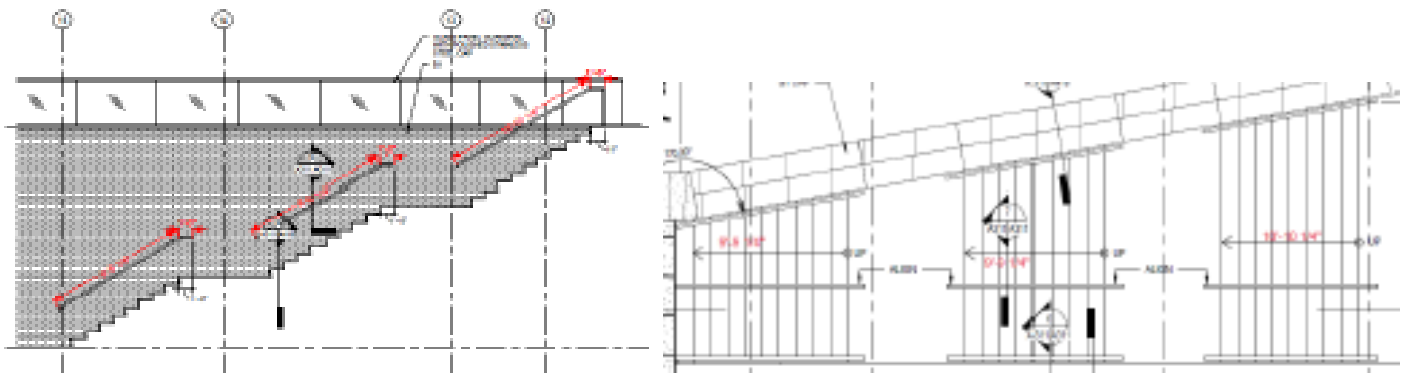
We require a TOP & SIDE view drawing marked up with dimensions for EACH rail section.  
DO NOT send the entire plan, only a drawing for each rail section.

⊖ Site Plans and drawings may be added to this document or sent separately.

⊖ A Budgetary quote can be provided with approximate footage and providing the below information (no infill only; for budgetary with infill, site plan or drawings are still required).

⊖ BOM can only be generated with architectural drawings (top and corresponding side view) and the below filled out for each section of handrail. For multiple identical runs, one form can be filled out.

### PLEASE SEE EXAMPLE OF DRAWING REQUIREMENTS



**Each Rail section must be marked with a unique section indicator and Run lengths on Each Rail Section must be noted on each drawing and listed separately.**





## Guide to Handrail Quoting and Information Needed

**Rail Section:** \_\_\_\_\_

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**LED CCT:** Your choice of 2700K, 3000K, 4000K, and 5000K.  
\* Also available in DMX controlled RGBW.

\_\_\_\_\_2700K \_\_\_\_\_3000K \_\_\_\_\_3500K \_\_\_\_\_4000K \_\_\_\_\_5000K \_\_\_\_\_RGBW

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**Output:** Select from Low (170 lumens per foot), Medium (Most Popular, 310 lumens per foot), or High (550 lumens per foot) Output. (Not Used for RGBW)

\_\_\_\_\_Low \_\_\_\_\_Medium \_\_\_\_\_High

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**Lens:** Option of Frosted lens or Clear lens for LEDs

\_\_\_\_\_Frosted Lens \_\_\_\_\_Clear Lens

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**Infill Options:** A Site Plan/Drawings are required to quote infill. Numerous infill options available and tailored to your design. If infill is needed, please send drawings as soon as possible for review and quotation. *(Must Include Site Plan)*

\_\_\_\_\_No Infill \_\_\_\_\_Cable Infill \_\_\_\_\_Bar Infill \_\_\_\_\_Glass Clamps Infill\*  
\*(Glass by others)

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**Powder Coating:** Standard Brushed Stainless-Steel finish standard. Option of factory Bronze, Black, White, and Silver. Custom powder coat finishes also available.

\_\_\_\_\_Standard Finish \_\_\_\_\_Factory Powder Coat \_\_\_\_\_Custom Powder Coat

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### Next Steps:

- Ø Attach site plan and or drawings with clearly labeled top and side views of handrail to be quoted, along with dimensions.
- Ø Provide as much information as possible, anything else that is not included on this sheet or on the site plan.



## Guide to Handrail Quoting and Information Needed

RAIL SECTION: \_\_\_\_\_

PROVIDE SIDE VIEW DRAWING MARKED UP WITH ALL DIMENSIONS FOR EACH SEGMENT

PROVIDE TOP VIEW DRAWING MARKED UP WITH ALL DIMENSIONS FOR EACH SEGMENT