



## Discounting for Matrix, Divi, Calibrate, MWall and AO2

List Price of Order	End User Discount	Dealer Discount
\$1 +	55%	Standard Discount Programs Apply

Special Note: \*\*All orders under \$7,500 list will have a 13% of net freight charge to the dealer. End User Discount includes delivery and installation.



## Discounting for Seating

	End User Discount	Dealer Discount
All Chairs	55%	50/20/10

Special Note: End User Discount and Dealer Discount include delivery and installation.



## Discounting for Compete and Compete Plus

List Price of Order	End User Discount	Dealer Discount
\$1 +	55%	Standard Discount Programs Apply

Special Note: \*\*All orders under \$25,000 list will have a 13% of net freight charge to the dealer. End User Discount includes delivery and installation.

## Important Notes

A State fee equal to 1% of the Dealer NET (not State PO) is added to the cost of the product. The PO from the state of South Carolina agency must accompany the dealer PO to AIS.

All list pricing is based off of the current price guides.

Discounting is based on a PER ORDER basis unless National Contract between AIS Dealer & Client is negotiated in advance.

To receive the same discount for add-on orders as the original project, add-on order must be placed 30 days from original ship date. For all add-on orders under \$30,000 list, if add-on discount is allowed, freight is additional and will be billed at actual freight cost. Applies for one additional order within the 30-day period.

AIS allows 2 hours to unload full trailers of product. Unloading times of more than 2 hours may require detention fees paid by dealer.

Purchase Order Requirements/Processing: Purchase orders must be received by 12:00 noon EST in order for the following day to be considered start of ship date lead time. The total net amount of order must be clearly indicated on all purchase orders. Account must be in good standing, and have no past due balance for purchase order to be accepted. Order must have salesperson's name clearly noted on purchase order. AIS will not be responsible for issuing retroactive SPIFs if order does not show clearly who the salesperson is at the time of order entry. Special pricing taken on any order must reference AIS Special Pricing Authorization number (SPA). If there are any discrepancies on the purchase order, the dealer will be required to "sign-off" on the final order detail. Signature by dealer constitutes

