

LEAD TIME DISCOUNT PROGRAM

The Greater the Lead Time, the Greater Your Savings

FEATURES:

- When: Now
- What: Purchase Order Discounts
- Includes: All Harman products (except gas)
 Service Parts (When minimum is met)
 Accessories (When minimum is met)

Simply place a PO and tell us if you want it shipped in 30, 60, 90, 120, 150 or 180 days.

DETAILS:

- A confirmed order with a minimum of five (5) units is required for the LTD Program. The 5 unit minimum can be met through any combination of eligible HHT branded units.
- All products purchased will be priced at the applicable pricing at the time of shipment.
- Order entries can be submitted at any time.
- Direct buying customers only.
- Customer must designate each order as a “Lead Time Discount Program” and include applicable 30/60/90/120/150/180 day lead time. All orders placed without this information will be shipped under normal lead times and discounts.
- Standard freight terms apply.
- Cannot be used in conjunction with any Harman Free Flooring Program.
- Account must be in good credit standing.
- NEW: For minor reductions (up to 25%) you can now keep your LTD order in place as long as you provide 30 day notice and your order still meets the minimum 5 unit requirement. A 1% point reduction in your LTD discount will apply.
- If two LTD orders are cancelled, no additional LTD orders can be placed during the calendar year.

Lead Time (Calendar Days)	30 days	60 days	90 days	120 days	150 days	180 days
LTD off Column Price	1%	2%	3%	4%	5%	6%

Clearly mark each PO as “Lead Time Discount Program” and include applicable 30 / 60 / 90 / 120 / 150 / 180 day lead time.

