

LEAD TIME DISCOUNT PROGRAM

The Greater the Lead Time, the Greater Your Savings

FEATURES:

- When: Now
- What: Purchase Order Discounts
- Includes: All Harman® products including Hearth Pads
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 three (3) units is required for the LTD Program. The 3 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 order 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.
- Customers on prepay plans are not eligible to place LTD orders.
- For minor reductions (up to 25%) you can keep your LTD order in place as long as you **provide 14 day notice**. A 1% point reduction in your LTD discount will apply.
- The 3 unit minimum will be waived per order if a unit is not available to ship on the requested ship date.
- LTD orders can be changed without penalty on products being phased out.
- If a product goes on extended lead time, an existing open order can be converted to an LTD order provided the minimum quantity is met.
- 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.