



FEATURING: Brake & Wheel Parts •
TMR Spring Brakes

110 Satterlee Road • P.O. Box 1044 • DuBois, Pennsylvania 15801 • Telephone 888-535-2635 • Fax 814-371-1195

Leland Announces New Sales Program Effective July 1, 2009

Customer Stratification

Preferred Plus

- ▶ Pre-Paid Freight – \$750, w/o drums, \$2000 w/drums
- ▶ Payment Terms 2% 15th, Net 30
- ▶ Co-Op Funds – ¼%
- ▶ 5% Annual Return
- ▶ POP items – 50% off
- ▶ Open House Support
- ▶ Minimum prior year purchase \$100,000

Preferred

- ▶ Pre-Paid Freight – \$1000, w/o drums, \$2500 w/drums
- ▶ Payment Terms Net 30
- ▶ Co-Op Funds – ¼%
- ▶ 3% Annual Return
- ▶ POP items – 25% off
- ▶ Minimum prior year purchase \$15,001 - \$99,999

Standard

- ▶ Pre-Paid Freight – \$1000, w/o drums, \$2500 w/drums
- ▶ Payment Terms Net 30
- ▶ Co-Op Funds – 1/10%
- ▶ 3% Annual Return
- ▶ Minimum prior year purchases less than \$15,000

- Current BRONZE Customers will be converted to Standard.
- Current SILVER Customers will be converted to Preferred.
- Current GOLD Customers will be converted to Preferred Plus.

Customer Pricing

- All Net prices will be updated with an effective date of July 1, 2009.
- Three different WAREHOUSE DISTRIBUTOR PRICE LISTS have been established: Standard, Preferred & Preferred Plus.
- New price files will be available on June 1, 2009 via e-mail. All requests for price files should be directed to our Customer Service Team.
- Printed price books will not be distributed.

Questions and/or Additional information

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Customer Service

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