

## General Pricing Guidelines

Effective 07/10/13

1. Total order value for direct pricing shall not exceed \$8,000.00. Order requirements which exceed this value must be priced directly from the factory.
2. All prices at B0 in eRapid include a 15% commission, provided the following criteria are met; tear sheets and/or drawings, as well as pricing, is done by the representative. Additional commissions, as an overage, may be added, of which the representative will receive 100% if all of the criteria above are completed and the net order value does not exceed \$8,000.00 (Net value being the total arrived at prior to adding any overage.)
3. Commissions
  - a. If the Drafting Department has to do drawings, or if the Sales Department has to estimate the value of a book priced order under \$8,000.00, the commission will be reduced to 10% and any overage will be divided between C/S and the representative on a 50/50 basis.
  - b. If discounting is used, commissions per the discount schedule apply.
  - c. Overages do not apply until book price is met.
  - d. No commissions paid on monies added for custom color match or factory field measurements.
4. The following is a listing of the minimum information required, which should accompany orders:
  - a. eRapid order write-up form with all necessary information filled in.
    - i. Include end user information for orders over \$1,000.00
    - ii. Include architects and their zip code, or their city and state, for new construction orders over \$3,000.00
  - b. A signed quote or customer's purchase order is required on orders \$1,000.00 or more.
    - i. Representatives are to ensure purchase orders are made out to Construction Specialties with the value and scope matching the quote.
  - c. If applicable, approved shop drawings/tear sheets showing size, color, etc.

5. Any errors in pricing shall be the sole responsibility of the representative.
6. The freight surcharge policy for Interior Wall Protection:

Net order up to \$100 = add \$25 freight surcharge

Net order \$101-\$200 = add \$30 freight surcharge

Net order \$201-\$300 = add \$35 freight surcharge

Net order \$301-\$500 = add \$50 freight surcharge

Up to \$500 = add \$150 if packages are greater than 9' in length or 130" girth  
OR 150# or greater, as these must ship common carrier.

Add \$150 for 4' x 8' or 4' x 10' sheet

For orders under \$500, where a "call-before" delivery is required **and the shipment would normally ship FedEx or UPS** (under 9' for example), increase the small order handling fee to \$150. FedEx and UPS will not accept a "call-before" delivery, so the order will ship common carrier which imposes this freight cost on C/S.

Orders greater than \$500 include freight.

7. Prices are F.O.B. factory, freight allowed to jobsite within the contiguous 48 states.
8. Tax to be added in the quote, if applicable, by eRapid selection.
9. Orders up to and including the maximum \$8,000.00 priced directly by the representative, shall be deemed to include the terms and conditions of the standard Construction Specialties, Inc. quotation form.
10. Terms of payments:
  - a. Net 30 days, no discounts or retentions allowed.
  - b. Those established as poor credit risks will be handled strictly on a check in advance or COD arrangement.
11. All orders are subject to final approval and acceptance by Construction Specialties.