

# CONFIDENTIAL UNARCO STANDARD DISCOUNTS

*For Authorized UNARCO Distributors*

ROLL FORMED RACK TN/TX/OH		CARTON FLOW - TN / TX		
List	Discount	List		Discount
0 - 25,000	64%	K-Pick Shelves (FOB TX)	0 - 10,000	40%
25,001 - 50,000	68%		10,001 - 50,000	44%
50,001 - 100,000	71%		50,001 +	Call D.M.
100,001 +	Call D.M.			
STRUCTURAL RACK TN/TX/OH		U-Pick Shelves (FOB TN)	0 - 30,000	66%
List	Discount		30,001 - 75,000	68%
			75,001 +	Call D.M.
0 - 25,000	66%	Wheel Track & Divider (FOB TX)	0 - 5,000	42%
25,001 - 50,000	68%		5,001 - 20,000	47%
50,001 - 100,000	70%		20,001 +	Call D.M.
100,001 +	Call D.M.			
RHINOTRAC & RHINODECK - TN		HARDWARE & PAINT		
List	Discount	Hardware	60%	
		Paint (Spray)	60%	
0 - 30,000	62%	PUSH BACK - TX / OH		
30,001 - 75,000	64%	List		Discount
75,001 +	Call D.M.	0 - 50,000		68%
MEZZANINE DISCOUNTS - TX ONLY		50,001 - 200,000		70%
List	Discount	200,001 - 500,000		72%
0 - 50,000	68%	500,001 +		Call D.M.
50,001 - 100,000	70%	CANTILEVER RACK - OH ONLY		
100,001 - 175,000	72%	List		Discount
175,001 +	Call D.M.	Column / Bases Arms & Bracing	0 - 25,000	69%
STURDI-BILT - TN ONLY			25,001 - 50,000	71%
List	Discount		50,001 - 100,000	73%
0 - 25,000	58%	Guide Angle & Guide Rails	100,001 +	Call D.M.
25,001 - 50,000	60%		0 - 25,000	56%
50,001 - 100,000	62%		25,001 - 50,000	58%
100,001 +	Call D.M.		50,001 - 100,000	60%
			100,001 +	Call D.M.
NOTE: Standard lead times do not apply. Call TN factory.		NOTE: \$200 setup fee assessed on orders with less than 10 columns; \$75 setup fee on orders with less than 50 arms.		

## Notes:

- Discount Schedule subject to change without notice.
- All orders subject to credit approval.
- Minimum order for production material is \$150 per shipping location. For orders under the minimum, a handling fee will be assessed to meet the \$150 minimum order. Credit cards are not required for customers in good standing.
- Credit card transactions will be assessed a 3% convenience fee at the time the card is processed.
- Above discounts do not apply to Quick Ship material.
- For intermediate sizes, use the next highest price.
- Standard powdercoat finishes are: Unarco Blue, Unarco Green, Unarco Yellow, Unarco Gray, Unarco Orange, Unarco Red, Unarco White, Unarco Beige and Universal Blue. Please specify color and style on order.
- Freight terms are F.O.B. factory. Freight will be shipped either collect or third-party bill.
- Lead times stated at time of quotation may vary from actual lead times at date of order entry. Please verify at order entry.
- Lead times on engineered specials begin after receipt of approval drawings. It is the customer's responsibility to check the order acknowledgement for discrepancies with the quotation and/or the purchase order and report any deviations immediately. Engineering charges may apply.
- Authorized distributors must comply with the terms and conditions of sale as stated in the price list. Subject to UNARCO's Standard T&Cs.

12/5/2011