



Fisher Science Education

Des Moines Public School, IA 2009 Science Pricing Agreement US Communities Contract # 08-04026

Fisher Science Education is pleased to offer the following discount program per U. S. Communities Contract to the Des Moines Public School.

Discount: **31% off** list pricing from all Fisher Science Education 2009 catalogs and full Fisher Science Education web product line through 12/31/09. Starting 1/1/10 and at the start of each subsequent January, the discount will be off of the current published list price.
Discount excludes catalog numbers ending in 'ND'

Freight: **Free freight on orders over \$100**, excluding live, hazardous, and motor freight items.

Incentives: **Volume rebate, large order discount, e-commerce incentive.** Please see the reverse side for detail.

Valid dates: July 1, 2008 through June 30, 2013.

Terms: Please see the following page for terms and conditions.

Reference: 08-04026USC

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Explanation of Incentives:

1. **Volume rebate** – Fisher will provide a 0.5% annual rebate when sales in a defined 12-month contract period surpass \$200,000. The rebate will grow to 1% if the annual volume exceeds \$500,000. Rebates will be calculated by district, based on total sales purchased through this agreement.
2. **Large order discount** – Fisher will provide a 0.5% extra discount incentive for single orders greater than \$10,000 net. The incentive will grow to 1% for single orders that exceed \$25,000 net. Incentive will be calculated on orders shipping to one location and purchased through this agreement.
3. **E-commerce incentive** – Fisher will provide a 0.5% rebate incentive if district purchases at least 50% of their orders through e-commerce in a defined 12-month contract period. The incentive will be calculated on orders purchased through this agreement.

Discount, freight terms and incentives are subject to following terms:

1. All rebates and incentives are calculated on invoiced, paid sales off this contract, net of credits and returns.
2. 12-month period for incentive rebates will start on the date district agrees to start using the U.S. Communities agreement for its science products purchases. If the district wishes to set the 12-month term to follow their annual school or budget year, we will accommodate that.
3. The catalog discounts are subject to a GP floor of 18.0%. A lower GP floor of 16.0% will apply to products with list price of more than \$500. Rebates and incentives are not subject to GP floor.
4. Catalog discounts apply to current catalog prices only and are not applicable to sale items or special quotations. Discounts also do not apply to items noted as “ND” in any catalog.
5. A hazardous materials surcharge of \$21.50 will be charged where applicable. Freight charges for live and motor freight items are provided on request.
6. There is no minimum order requirement and fuel surcharge charges are waived.