

# 2021 BUILD & STORE PROGRAM

The Build & Store Program ensures that your Summer delivery orders are **GUARANTEED TO SHIP ON TIME**. In addition, the salesperson or sales organization receives a spiff or discount.

*“Summer production lead times can stretch and deliveries can be delayed.*

*Using the Build & Store Program guarantees that your orders will ship on time.” – Happy Frequent User*



## Here's how it works

1. We receive your complete and qualifying purchase order starting now until January, February or March and build your order to “inventory”.
2. We store it at no charge and ship it on your designated ship date between May 15th and September 1st.
3. We do not issue an invoice until your designated ship date.

## Benefits of the program

- Orders that qualify for this program (\$10,000 net and up) will ship on time without delay. *If you need to move your date back because, for example, your site is not ready, we will hold\* your completed order with no storage fee and ship when you need it.*
- You help to create shorter lead times overall by softening the manufacturing cycle. This is good for your customers all year long.
- You help to create increased peak season manufacturing capacity by shifting qualifying orders to off season. This is good for your customers who could not take advantage of the program this year but need delivery during peak season.
- Less stress for you. Peace of mind for your customer.

## 2021 Build & Store Spiff Program\*\*

- Orders that are received prior to December 15th for shipment from May 15th – September 1st will be invoiced at 2020's pricing AND receive a 3% discount or Spiff of the product total on qualifying orders.
- Orders that are received from December 16th - January 15th for shipment from May 15th – September 1st will be invoiced at 2021 pricing and receive a 3% discount or Spiff of the product total on qualifying orders.
- Orders that are received from January 16th - February 15th for shipment from June 1st – September 1st will be invoiced at 2021 pricing and receive a 2% discount or Spiff of the product total on qualifying orders.
- Orders that are received from February 16th - March 15th for shipment from June 15th – September 1st will be invoiced at 2021 pricing and receive a 1% discount or Spiff of the product total on qualifying orders.

\* We will send your invoice on the original ship date.

\*\* In order to qualify to receive a discount or Spiff for any project the purchase order must be complete when submitted. Projects that are discounted beyond the standard discount are not eligible for Spiff or Build & Store discount.

