



Standard Program

PROMOTION:
2% paid on all orders placed on or after 08/09/10 at Standard Dealer Discount.

- DETAILS:**
- All orders are eligible at Standard Discount.
 - New Program eliminates use of CDA.
 - To be eligible, orders must be received complete.
 - Eligible orders also earn Travel Rewards points!
 - Your Rewards # (PIN) must be referenced on the order.
 - Payment will be made on or around the 15th of every month to the individual sales representative after shipment of order.

GSA Program

PROMOTION:
5% paid on all GSA Tier 1 orders placed on or after 08/15/11 through 10/31/11 at current Kimball Office GSA pricing. 1% will be paid on orders after 10/31/11.

- DETAILS:**
- Eligible orders include GSA purchases through contract GS-29F-0177G.
 - Utilize CDA #35514 (only those items at GSA Tier 1 pricing qualify).
 - To be eligible, orders must be received complete.
 - Orders must ship no later than 01/15/11.
 - Approved Kimball Office products included on GSA Contract are eligible. Itsa seating is not included.
 - Eligible orders also earn Travel Rewards points!
 - Your Rewards # (PIN) must be referenced on the order.
 - Payment will be made on or around the 15th of every month to the individual sales representative after shipment of order.



Dealer Salesperson Program

DURATION:
Net value of qualified orders entered from 01/01/11 through 01/31/2012.

PROMOTION:
Earn Travel Rewards points toward an enticing cruise from Fort Lauderdale to Princess Cays (Bahamas), Grand Turk (Turks and Caicos), and Key West (Florida).

HIGHLIGHTS:
Travel Dates – 03/29/12 to 04/03/12

POINT EARNING SCALE:
Casegoods, Seating (and Interstuhl), and Perks volumes with a discount of:
50/10/16 and below = 100%
50/10/16.1 and above = 50%

Systems, Metal Files, and Hum volumes with a discount of:
50/10/20 and below = 100%
50/10/20.1 and above = 50%

AWARD LEVELS:
300,000 pts = Trip for 2, Five nights

- Top 10 DSRs nationwide earn upgrade to Navigator Suite
- Top 11 - Top 25 DSRs nationwide earn upgrade to Penthouse Suite

Dealer Management Program

DURATION:
Net value of qualified orders entered from 01/01/11 through 01/31/2012.

PROMOTION:
Earn Travel Rewards based on total Dealer volume toward an enticing cruise from Fort Lauderdale to Princess Cays (Bahamas), Grand Turk (Turks and Caicos), and Key West (Florida).

HIGHLIGHTS:
Travel Dates – 03/29/12 to 04/03/12

Program based on total net volume done by Dealership during program period
All volumes are included, regardless of product or discount

AWARD LEVELS:
\$2,200,000 = Trip for 2, Five nights
\$5,000,000 = Additional Trip for 2
\$8,000,000 = 3rd Trip for 2 or upgrade to business class airfare for each of the two trips earned



Itsa Spiff

PROMOTION:
\$12 paid for each Itsa chair sold at Standard Discount pricing beginning 09/01/11.

- DETAILS:**
- Your Rewards # (PIN) must be referenced on the order.
 - To be eligible, orders must be received complete.
 - Eligible orders also earn Travel Rewards points!
 - The Itsa chair will not be eligible for additional Cash Rewards earnings.



A&D Special Discounting Promo

DURATION:
01/01/11 thru 12/31/11.

PROMOTION:
Architects and Design Professionals will receive 70% off list price for all Kimball Office products and 63% off list price for Interstuhl seating to outfit their own offices.

DETAILS:
Dealers will receive 50/10/44.45 off list price for all Kimball Office products and 50/10/30 for Interstuhl seating. The discount is negotiable for Systems orders over \$250,000 list. Standard Terms and Conditions apply.

A Kimball Office Sales Representative or Sales Operations Manager (SOM) must confirm eligibility of the firm that receives products via this special offer. Upon approval, the SOM will create a Competitive Discount Authorization (CDA) for the opportunity. Order entry for products on this offer must be submitted through your dealership.

Products purchased through this offer are for use in the Architect or Design firm's own offices only.