



Special Discounting for A&D Professionals

Overview	Kimball Office is pleased to announce the continuation of a special incentive for the Architect and Design community – making the total portfolio of Kimball Office products available for their own offices! Please read below for details.
A&D Discount	70% off list price for all products (exception: 63% off list price for Kimball Office Interstuhl seating). The discount is negotiable for Systems orders over \$250,000 list. Standard Terms and Conditions apply.
Dealer Discount	50/10/44.45 off list price for all products (exception: 50/10/30 for Kimball Office Interstuhl seating). The discount is negotiable for Systems orders over \$250,000 list. Standard Terms and Conditions apply.
Effective Date	January 1, 2011
Expiration Date	December 31, 2012
Eligibility/Approval	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.
Product Usage	Products purchased through this offer are for use in the Architect or Design firm's <u>own</u> offices only.
Lead-time	Standard Kimball Office lead-times apply per product line.
Summary	Our objective for this special discounting promotion is to promote awareness, spread our influence to this important group, and drive immediate and future business to you, our Kimball Office dealers! We hope this special offer continues to provide new opportunities to reach this very important audience. This is a great way for you to network with new A&D firms and earn consideration for future opportunities.
Contact	Please contact your Kimball Office Sales Representative or SOM if you have any questions.