



	Base Discount	Delivery with Installation	Delivery with Installation	Delivery with Installation	Other Services Rate(s) return trips? What else?	Design Services
	<i>% adjustment to be subtracted from Base Discount</i>	<i>USA except HI & AK, IL & MN</i>	<i>IL & MN</i>	<i>HI & AK</i>	<i>Rates as hourly in USD (\$)?</i>	<i>There is never a charge for 2D facility layout design services. 3D services can incur a charge.</i>
	<i>*% discount varies by product within the category, % below is discount from MSRP</i>	<i>% off discounted sales price (Col C)</i>	<i>% off discounted sales price (Col C)</i>	<i>% off discounted sales price (Col C)</i>	<i>\$120-\$150 HOURLY RATE PER INSTALLER PLUS TRAVEL PER HOUR (\$300 PER TRUCK)</i>	<i>There is never a charge for 2D facility layout design services. 3D services can incur a charge.</i>
Strength Training Equipment	25%	16%	13.30%	41%	<i>\$120-\$150 HOURLY RATE PER INSTALLER PLUS TRAVEL PER HOUR (\$300 PER TRUCK)</i>	2D FREE 3D CHARGE
Cardio Equipment	35%	16%	13.30%	41%	<i>\$120-\$150 HOURLY RATE PER INSTALLER PLUS TRAVEL PER HOUR (\$300 PER TRUCK)</i>	2D FREE 3D CHARGE
Accessories and Related Products	20%	16%	13.30%	41%	<i>\$120-\$150 HOURLY RATE PER INSTALLER PLUS TRAVEL PER HOUR (\$300 PER TRUCK)</i>	2D FREE 3D CHARGE