

## SECTION 2: PROPOSED DISCOUNT SCHEDULE

Suppliers shall provide the following on the CIESC Janitorial and Sanitation Supplies Bid Sheet:

- **Category Discounts:** Proposed discounts by category. Suppliers can add additional categories as needed.
- **Proposed Deeper Discounts:** Suppliers should provide a list of their top selling items relevant to this solicitation that they are willing to offer at a deeper discount.

Global Industrial does not use Manufacturer's Suggested Retail Price, but instead offers a discount off its already reduced web price. "Web price" is defined as the price shown on our website, [www.globalindustrial.com](http://www.globalindustrial.com), on the date of purchase. Please note that pricing on our website is fluid and changing dependent upon market conditions. Any discount offered within this proposal shall remain the same for the life of the contract. The prices shown on Buyer's personalized online account, or provided by its dedicated representative, on the date of purchase will be inclusive of this discount. Products already reduced in price for inventory reduction or promotional purposes, as well as special order or custom products, may not be eligible for additional discount. Shipping and handling charges are also ineligible for discount.

Standard shipping and handling charges will be reflected on all quotes, orders, and invoices as prepay and add, FOB Origin, unless otherwise indicated. Standard LTL shipments shall be dock to dock. Standard small package shipments shall be dock to door. Additional fees may be incurred for any special services including, but not limited to, the following: liftgate services, white glove services, 24-hour advance notifications, delivery area surcharges, hazardous material surcharges, residential deliveries, Saturday charge deliveries, inside delivery (threshold only).