



Cornell's True Value Hardware

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We are making changes to the trade discount structure for in-house charge accounts. Effective 03/25/2009 all discounts will be contingent on payment within our credit terms. These trade discounts will vary based on your purchases during the month, ranging from 2% up to 15% based on the table below:

Monthly purchases from:	To:	Discount Percentage
0	99.99	2%
100.00	199.99	5%
200.00	499.99	10%
500.00	999.99	12%
1000.00	And up	15%

Note that in order to take advantage of the discount shown on your statement we must receive payment by the 25th of the month. Some items we sell are "net" and do not qualify for a discount (power tools, wallboard compound, etc.). Other items such as light bulbs will automatically reflect a 10% or 20% discount when purchased in case quantities. Finally, any sale or True Value Rewards special pricing will also apply to purchases made on your account. Note that both case quantity and True Value Rewards prices are net and not subject to additional trade discounts.

Please feel free to contact us if you have any questions regarding our new discount structure, and thank you for your continued patronage.

Thank you for choosing Cornell's True Value Hardware!

Sincerely,

John T. Fix, III
Manager