



PRODUCT: ALL
DISCOUNT SHEET: M-143
EFFECTIVE DATE: December 13, 2021
SUPERSEDES: M-142

L.J. WING DISCOUNT SCHEDULE

PRODUCT	PRICE SHEET	DISCOUNT
<u>MAKE-UP AIR UNITS</u>		
Steadyair Assembly (Indoor) - SAS (I)	Specifier	52.75%
Steadyair Assembly (Outdoor) - SAS (W)	Specifier	52.75%
Fresh Air Supply Heaters - FAS	PSFAS-6	54.90%
High Static Fresh Air Supply Heaters - HSFAS	PSHSFAS-2	53.61%
<u>COILS</u>		
IFB Coils - IFB	Specifier	54.90%
MV Coils - MVIFB	Specifier	52.71%
VIFB Coils - VIFB	Specifier	52.71%
<u>UNIT HEATERS</u>		
Horizontal Units - HU	PSHU-3	52.75%
Vertical Unit Heaters - HCF	PSHCF-3	52.75%
Vertical Unit Heaters - HCR	PSHCR-3	52.75%
High Mounting Heaters - HMS	Contact Factory	CF
High Mounting Heaters - HMG	Contact Factory	CF
Gas Assemblies - GA	PSGA-2	52.75%
High Level Circulators - HLC	PSHLC-3	52.75%
Motor Starters and Disconnects	PSMS-4	52.75%
<u>DOOR PROTECTION</u>		
Door Heaters - DH	PSDH-4	54.02%
Industrial Door Air Curtains - WAC	PSWAC-3	53.11%

Notes: To calculate selling price to customer:

1. Calculate the total list price for each unit
2. Select the corresponding discount for each model you priced
3. Take list price minus the discount percentage to get your Net Rep Cost
4. Add your commission
5. Add freight
6. Quote customer the total of Net Rep Cost, Commission and Freight

Terms are net 30 days with approved credit

All products are shipped FOB, Dallas, TX