



Great Lakes Stone Supply, Inc. Contractor Pricing Program

Great Lakes Stone is happy to announce that effective immediately, we will be giving our valued contractor customers a larger up-front discount and no longer offering the more modest up-front discount and tiered rebate structure of previous years.

Contractors will now receive a 15% discount on stock items and specific contractor pricing on all non-stock and special-order items.

How to obtain a contractor account

At Great Lakes Stone we want reward our contractor customers who give us repeat business and decrease the overhead burden associated with catering to retail clients, so there are two ways to become an account holder with us:

- **Fill out a credit application.** Once approved you will be able to purchase products from Great Lakes Stone on NET 30 terms, giving you 30 days to pay your invoices*.
- **Do some business with us*;** As stated above, generally contractor customers are qualified professionals who may need less hands-on assistance than a retail customer, and purchase at a higher and/or more frequent volume than a retail customer, which cuts costs for us. We pass those savings on to you. After doing some business with us you will be qualified to receive the contractor discounts with Due on Receipt terms*.

It's as simple as that. We want to help our contractor customers win more jobs and grow their business, and we hope that becoming an account holder with us will help you competitively price your bids while allowing you to make more money without the math and planning associated with tiered rebates. As always, we are striving to provide all of our customers with the very best product and very best service in the industry.

Please feel free to reach out to your Great Lakes Stone Sales Rep for more details.

Thank you for your continued patronage and support!

*Net 30 terms: 30 day payment terms on invoices. 1.5% per month finance charges on overdue balances. See credit application account policies for more details.

* "Do some business with us": to qualify for contractor account at least two orders within one fiscal quarter must be placed. Great Lakes Stone reserves the right to refuse account setup for any reason. Contractor account reserved for customers who install or provide products for hire.

*Due on receipt terms: 50% balance down required on non-stock/special-order, and fabrication orders. 100% balance due on receipt of product.