

VIA - Dealer Showroom Sample Program

In order to take advantage of the VIA Showroom Sample Program discounts below, this document must be signed by the dealer and submitted with the dealers purchase order for the showroom samples.

<u>Dealer Annual VIA Sales \$ Volume one year from sample order invoice date</u>	<u>Sample Discount Applied</u>
Up to \$50,000	50/20/20
\$50,001 to \$100,000	50/20/30
\$100,001 to \$150,000	50/20/40
\$150,001 to \$200,000	50/20/50
\$200,000 and over	no charge



Program Terms:

- Discount schedule above corresponds to the finishing VIA sales volume a dealer achieves during the one-year period from the invoice date on the sample order.
- The dealer is allowed **one year to pay for the samples** purchased under this program.
- VIA will only accept **one purchase per year, per dealer** for this program. In the event VIA introduces a new product after the showroom sample order has been placed, an add-on order of up to three chairs will be allowed at the same discounts offered under this program.
- The maximum number of samples to be purchased under this agreement is a total of **20 chairs per year, per dealer** (not including the add-on order).
- The VIA sample products ordered **must be a mix** of VIA and/or VIA Basics products.
- Sample orders will not be processed without a signed copy of this document on file at VIA.
- VIA reserves the right to reject any sample order due to a lack of product mix.

It is our intention that all chairs purchased under this program are to be used as showroom samples for a period of one year. Failure on the dealer's part to use the chairs as showroom samples for a period of one-year from the invoice date, will result in VIA invoicing the dealer prematurely for all of the sample chairs ordered under this program. The dealer's sales volume from the original invoice date to the time of the early invoice date will dictate the sample chair discount and ultimately the invoice dollar amount.

I have read, understand and agree to the terms of the above Dealer Showroom Sample program:

Authorized Dealer Signature: _____

Print Name of Signer (above): _____

Dealer Name: _____

Dealer Full Address: _____

Order Date: _____

Please include this signed document with your sample order. VIA fax number: 800-433-6614