



2013 EUROPEAN PRICING

Pricing:

In order to improve our on-time performance and better achieve higher order completion rates, Hornady Manufacturing Co. offers the following program:

Pricing for 2013 will be based on the same Jobber pricing that is the basis for all of our customers in the US. In order to achieve the maximum discounts available, distributors need to pre-order 60% or more of the previous year's volume. This will result in an 10% volume discount that will establish their discount level for the balance of the year.

Terms:

Net 30 day terms are available for qualified accounts. For accounts paying cash in advance a 2% discount will apply on the line. Payment must be received prior to product release.

Freight:

Freight will be pre-paid on orders of \$5,000.00 or more. Freight charges and forwarding will be added to orders for less than \$5,000.00. For shipments to be included in our monthly container to Hamburg, Incoterms are CPT Hamburg, Germany.

Hornady Manufacturing Co.
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