

# PLANNED RELEASE



## Secure Stable Pricing - Reduce Inventory Costs

S&W Manufacturing's Planned Release program gives preferred filing systems dealers a valuable opportunity to improve market competitiveness through secure long-term stable pricing and reduced inventory costs.

### How does the program work?

Holding large amounts of inventory is expensive and placing multiple small orders throughout the year prevents you from receiving large volume discounts.

The S&W Planned Release program offers a VERY valuable benefit to your organization through reduced inventory costs and large volume pricing.

Here's how it works. Dealers place an order with S&W (usually for an annual quantity) and provide a schedule of release dates. We will produce your product in time to meet the shipment dates provided during the initial order.

Placing a large quantity single order gives you the benefits of larger volume pricing since the product price is based on the full quantity as opposed to small individual shipments. Releases are billed to the customer as they are shipped.

**Customer Service is Ready to Answer any Questions or Provide Additional Information.**

**Call Toll-Free: 1-800-845-8350**

### Program Rules

1. To qualify for the Planned Release program dealers must have committed a significant volume of paper products to S&W and have a strong credit history.
2. Program applies to custom products of any type with the exception of dealer's "Stock" private label items.
3. Minimum total order value is \$6,000 net.
4. The entire quantity of a single Planned Release order must be scheduled to ship within 18 months.
5. All order details, numbering sequences, year bands, etc., must be finalized and included with the initial order.
6. Any or all of a Planned Release order may be produced in advance at S&W's discretion. Any changes or cancellations will only apply to portions of an order not yet produced. Charges may apply if cancellations occur.
7. Remaining quantities of an order may or may not be available to ship ahead of the scheduled date. Do not assume that the entire order can be shipped on demand. Adequate lead-time is required for parts of an order not yet completed. We will attempt to improve your lead-times whenever possible.
8. Minimum release value is \$1,500 net to qualify for the program. Releases are billed at the time of shipment.
9. Credit status must be maintained at a satisfactory level. Erratic payment patterns or late invoices could cause releases to be delayed or halted.
10. Dealer initiated delays in scheduled shipment dates could result in storage charges, changes in pricing, or other expenses that will become the responsibility of the dealer.

