

E.10.6.1 – Category One – Hardware/Software Sales

Product Manufacturer Pricing Schedule

Manufacturer / Product Line	Discount = List Less %
AKG	25%
Alesis	25%
Allen & Heath	10%
AMX	15%
Analog Way	15%
Ashly	25%
Atlas	20%
Atlona	20%
Audio Technica	10%
Audix	25%
Aurora Multimedia	20%
Biamp	20%
Bosch	25%
Brightsign	10%
BSS Audio	15%
Cable Wholesale	20%
CAD Audio	30%
Canon	15%
CBI	20%
Chauvet lighting	25%
Chief	20%
Christie	10%
Contemporary Research	20%
Crestron	25%
Crown	15%
CTX	10%
Da-Lite	20%
Digital Projections	15%
Electro-Voice	25%
ETC	15%
Exact Furniture	20%

Extron	20%
FSR	18%
Furman	30%
Gator Cases	20%
JBL	10%
JVC	20%
Kramer Electronics	25%
Leprecon	15%
LG	15%
Liberty Wire and Cable	20%
Lightronics	15%
Mackie	20%
Middle Atlantic	30%
Mitsubishi	15%
NEC	15%
Panasonic	30%
Premier	15%
Proco	20%
Quam	20%
RCF	20%
RDL	20%
Samsung	20%
Sennheiser	28%
Sharp	22%
Shure	18%
SKB	20%
Sony	25%
Tascam	20%
Telex	20%
TV One	20%
Vaddio	15%
Viewsonic	15%
WestPenn Wire	20%
Whirlwind	20%
Yamaha	15%

Blanket pricing such as this pricing structure cannot always be relied upon to be accurate. Please note that any prices that reduce profit margin to below 10% will be recalculated to equal 10% above actual cost. Supporting documentation can/will be provided in such cases (upon request).

Additional parts and accessories: It is often necessary to use connectors, cables and other hardware in an installation that may not be included in the above mentioned manufacturer list. Any items deemed necessary for an installation that are not listed in the above mentioned manufacturer list will accrue a "Cost Plus 20%" markup. Supporting documentation can/will be provided upon request.

Restocking Fees: Cory's Audio Visual Services makes every attempt to avoid restocking fees whenever possible. Returns are acceptable within the initial 30 day period of installation with no restock fees associated. However, in the event that product is returned after the initial 30 day period, a restock fee may be assessed. Manufacturer's restock fees will be assessed as well as a 10% administration fee from Cory's Audio Visual Services.

E.10.6.2 – Category Two – Installation and Training

Standard Installation labor rates for regular business hours (Monday through Friday, 8:00am to 5:00pm) are \$85 per hour, per technician. Standard Labor Rates apply for installation services as well as training services.

After hours (Emergency Service) labor rates are defined as “any hours not listed as Regular Business Hours and including Holidays” and are \$127.50 per hour per technician.

Programming labor is \$125 per hour.

Travel expenses will be accrued at a rate of \$0.50 per mile plus \$75 per hour of drive time once mileage exceeds 30 miles from the Cory's AV home office.

E.10.6.3 - Maintenance

Standard Technician Services labor rates for on-site service calls (outside of warranty services) are \$125 per hour per technician with a \$250 minimum charge. Standard Service response times are 24-48 hours from the initial order. Priority or Emergency service calls are defined as a service call with a same day response time or are outside regularly defined business hours (Monday through Friday, 8:00am to 5:00pm) or on Holidays.

Maintenance Service labor rates for on-site maintenance of existing equipment are \$125 per hour. Recurring maintenance service contracts are available on a 'per job' basis.

Warranty services are honored for all products for the prescribed manufacturer's warranty period of that product. Additionally, Cory's AV offers a one (1) year warranty on all workmanship and installation.