



2019 Steel Firetube Boiler Discount Schedule

Please see the new discount schedule below to calculate net costs and appropriate commissions for all product lines, parts and accessories found in the current price book.

- All parts and accessories shipping after March 1, 2019 are subject to the new discount schedule.
- Any boiler order placed and/or released for production after March 1, 2019 is subject to the new discount schedule unless prior approval was granted.
- As always, if a competitive situation arises, please contact the Burnham Commercial Sales team to facilitate negotiations on a modified multiplier.

All Product Lines & Accessories

<u>Multiplier</u>	<u>Commission Rate</u>
0.706.....	15%
0.698.....	14%
0.690.....	13%
0.672.....	12%
0.675.....	11%
0.668.....	10%
0.660.....	9%
0.652.....	8%
0.645.....	7%
0.638.....	6%
0.632.....	5%
0.625.....	4%
0.620.....	3%
0.612.....	2%
0.60.....	0% buy/resell

Parts

<u>Multiplier</u>	<u>Commission Rate</u>
0.668.....	10%
0.60.....	0% buy/resell