



To Whom It May Concern: Percent Off Catalog Clarification

In response to your bid ITB PS 29-26 EMS Supplies and Inventory Management Software, Bound Tree Medical is pleased to offer a minimum of 35% off the prices from the current Bound Tree Medical Emergency Medical Product Catalog. These items are also available for reference on our website, www.boundtree.com.

To provide an optimal percentage off catalog discount, it is necessary for Bound Tree to offer some specific manufacturers and categories at different minimum discounts than the main 35% off catalog discount. This is largely due to the cost variability because of market demand and raw material costs. Special pricing for zero discount items is available through your Bound Tree Account Manager.

Products with tailored percentage off discounts include the following:

Manufacturers (Mfr.)	Discount	Product Categories unless noted in Mfr. Discount	Discount
Cardio Partners	10%	Capital Equipment (All Capital)	10%
Ferno Washington	10%	Education Services	10%
QinFlow and Thomas Emergency IV Warmer and related products	10%	Education and Training	10%
KingFisher Medical	10%	King Vision Products	10%
SScor	10%	Recertified Capital Equipment	10%
Laerdal	10%	Sapphire Pumps and Related Parts	10%
Nasco	10%	Custom Kits/Kitting	10%
CompX Security Products (All products)	35%	Vending Machine, Parts and Software	10%
5.11 Tactical	0%	Product Software/Warranties (All)	10%
		Equipment Rental	0%
		Equipment Service, Repair Parts and Contracts	0%

Please contact our Bids and Contracts Department at 800-533-0523 or submitbids@boundtree.com with any questions.

Sincerely,

Christopher Fyffe

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