



DEVELOPMENTAL MATHEMATICS
Distributor Information
Q & A

In an effort to increase market awareness and consumer exposure to *Developmental Mathematics* and its educational benefits, MPA is actively expanding its distribution network, both domestically and internationally. In order to make our product offering attractive to distributors, both mail-order and storefront, MPA has found it imperative to set prices to competitive levels.

Q. What is the distributor price schedule?

A. MPA extends a substantial discount to distributors. The price schedule on the reverse side reflects a 40% discount off suggested list prices for Level single copies, a 45% discount off suggested list prices for Level quantities greater than 25, and a 50% discount off suggested list prices for Level quantities greater than 50. Discounts apply only to distributor requests of at least \$500 as a minimum requirement for initial orders and \$250 for subsequent orders. However, MPA will also fill prepaid orders of any size.

Q. What are the minimum order requirements and volume rebates?

A. Discounts apply only to distributor requests of at least \$500 as a minimum requirement for initial orders and \$250 for subsequent orders. MPA also offers the following volume rebates: for orders greater than \$1,000, a 5% rebate is applied to the value of the order; for orders greater than \$2,500, a 10% rebate is applied to the value of the order; for orders greater than \$5,000, a 15% rebate is applied to the value of the order.

Q. Can the distributor discount off suggested list prices?

A. Regional and demographic variations necessitate distributors to offer products at slight discounts off suggested list prices. MPA understands these concerns, but requires terms to be approved prior to implementation.

Q. What are the terms of payment and policies for returns, refunds and exchanges?

A. Payment terms are Net Thirty (30) Days. Full payment or returned merchandise for refunds and exchanges is expected within Thirty (30) Days of invoice generation. Payment must be in the form of check or money order drawn on a U.S. bank and made payable to:

Mathematics Programs Associates, Inc.
Post Office Box 2118
Halesite, New York 11743

Further orders will only be honored if the distributor's account is current. Other terms may be discussed according to individual distributor needs.

Q. What shipping options are available?

A. Shipping options include United States Postal Service and United Parcel Service, as specified by the distributor. Other terms may be discussed according to individual distributor needs. A 15% shipping and handling fee will be charged to the distributor at billing. Please allow 7 to 10 business days to receive orders via specified shipping.

You may soon charge your purchase by calling our toll-free direct order line:

1.888.MPA.MATH (1.888.672.6284)

mpa@greatpyramid.com

Thank you for your interest and order of *Developmental Mathematics*!

**DEVELOPMENTAL MATHEMATICS
Distributor Form**

Date _____

Please note that the following prices reflect the distributor's discount off the suggested list prices.
Please indicate the quantity of Student's Workbooks, Instruction Guides, and Solution Manuals:

	Student's Workbook			Instruction Guide/Solution Manual			Amount
	Single Copy	Quantity>25	Quantity>50	Single Copy	Quantity>25	Quantity>50	
Level 1	6.00	5.50	5.00	2.50	2.25	2.00	\$ _____
Level 2	6.00	5.50	5.00	2.50	2.25	2.00	_____
Level 3	6.00	5.50	5.00	2.50	2.25	2.00	_____
Level 4	6.00	5.50	5.00	2.50	2.25	2.00	_____
Level 5	6.00	5.50	5.00	2.50	2.25	2.00	_____
Level 6	6.00	5.50	5.00	2.50	2.25	2.00	_____
Level 7	6.00	5.50	5.00	2.50	2.25	2.00	_____
Level 8	6.00	5.50	5.00	2.50	2.25	2.00	_____
Level 9	6.00	5.50	5.00	2.50	2.25	2.00	_____
Level 10	6.00	5.50	5.00	6.00	5.50	5.00	_____
Level 11	6.00	5.50	5.00	6.00	5.50	5.00	_____
Level 12	6.00	5.50	5.00	6.00	5.50	5.00	_____
Level 13	6.00	5.50	5.00	6.00	5.50	5.00	_____
Level 14	6.00	5.50	5.00	6.00	5.50	5.00	_____
Level 15	6.00	5.50	5.00	6.00	5.50	5.00	_____
Level 16	6.00	5.50	5.00	6.00	5.50	5.00	_____

Subtotal _____ \$ _____ [a]

Rebate (Subtotal [a] > \$1,000, 5%; Subtotal [a] > \$2,500, 10%; Subtotal [a] > \$5,000, 15%) _____ [b]

SUBTOTAL (Subtract [a] - [b] = [c]) \$ _____ [c]

Shipping & Handling Fee (Apply 15% to SUBTOTAL [c]) _____ [d]

TOTAL (Add [c] + [d] = [e]) \$ _____ [e]

Confirmation of all orders must be authorized in writing by the purchaser.

Please indicate below the delivery instructions for order shipments:

Distributor Name _____
 Shipping Address _____
 City _____ State _____ Zip Code _____
 Ship via _____

Please indicate below the individuals to be contacted in matters regarding shipping and billing:

Shipping Contact _____
 Billing Contact _____
 Mailing Address _____
 City _____ State _____ Zip Code _____
 Telephone Number (_____) _____ - _____ Facsimile Number (_____) _____ - _____