

## **GOVERNEMENT, GOVERNMENT CONTRACTORS, AND LAW ENFORCEMENT DISTRIBUTORS QUOTES REQUESTS**

### *1. Government contractors & Law Enforcement Distributors*

- A. If the contractor or distributors does not have an account and the quote request meets at least \$500.00 retail they will receive up to a 22% discount on parts. If the request meets at least \$1000.00 retail they will receive up to a 42% discount on parts. If they are going to meet the \$500.00 mark you may set the quote on medium volume discount, if they are to meet the \$1000.00 mark you may set the quote on the high volume discount. If they do not have an account and they decide to place the order they will need to fill out account information they may also be asked to pay in advance on their first order. If the contractor has an account they check the discount level, they may no longer be at 42% but may have a large enough request that will qualify them for the full discount.*
- B. All quote requests should include the bid or request number in the designated field.*
- C. The valid to date should be 30 days from the date the quote is placed.*
- D. Any conditions or comments should be noted in the misc. text field 1 or on the cover sheet; example lead time or approx. date that a backordered part is expected to be available for shipping. (normally we provide a 90 day lead time)*
- E. All quote requests must be in writing on the requesting company's letterhead and faxed or mailed over. In some situations they may request the quote by email and this is acceptable as long as it is printed and provided to the mediate coordinators to be counted and stamped.*
- F. Do not provide verbal quotes to any contractors or distributors.*

### *2. Government quote requests*

- A. If there is a contract, bid, or request # it should be included in the designated field.*
- B. All Government quotes should be set on high volume whether or not they have an account. If they do not have an account, enter the quote on LEFEDERAL. All government agencies will receive up to a 42% discount on parts. (note: there are no discounts on M24 parts, the price that is in SAP is on contract between Remington and the government). When it comes time to order and there quote is on LEFEDERAL and they advise you that they need to pay by PO you will need to contact Greg Drake for instructions. Often the Government does not have to fill out account information Greg just sets them up.*
- C. Any conditions or comments should be noted in the misc. text field 1 or on the cover sheet; example lead time or approx. date that a backordered part is expected to be available for shipping. (normally we provide a 90 day lead time)*
- D. The valid to date should be 45 days from the date the quote is placed.*
- E. Do not provide verbal quotes to the government.*
- F. All quote requests must be in writing on the agencies letterhead and faxed or mailed over. In some situations they may request the quote by email and this is acceptable as long as it is printed and provided to the media coordinators to be counted and stamped.*

G. If the government provides you with a budget they must stay in and tells you what parts they are interested in and the quantities but the total is going to be slightly over budget tell them you will see what you can do and call them back. Contact Tom Nagle, there have been several times that Tom has authorized me to make small adjustments on part prices so that we make our money and make their budget. Also if the parts are going to be actions from the custom shop or any other parts out of the custom shop speak with Ron Engell on adjusting the prices. A couple of times this year I had to adjust pricing on custom actions for the government and then provide it to Ron for the approval.

Note: If the government or a contractor/distributor asks for the quote date to be extended and the pricing has not changed you may extend it another 30-45 days. If the pricing has changed check with Tom Nagle before extending any pricing..