

October 6, 2016

Northeast Industrial Roofing  
510 Riverside Ave.  
Medford, MA 02155

RE: ACCOUNT # 1269800

Dear Sir or Madam:

Welcome to the Duro-Last Dealer/Contractor family! We believe you have made a wise decision to become a part of our growing customer network, and we look forward to developing a long and successful partnership. I would like to take this opportunity to introduce myself, Dan Weinlander, Credit Manager, along with the rest of the Credit Department here at Duro-Last. We are planning to send all future correspondence to the contact information at the top of this letter. Please contact our Credit Department if you would like to change any of this information.

We are pleased to inform you that your Company's application for credit terms with Duro-Last has been approved after reviewing the information available regarding your company. To be eligible for the 5% or 2% "prompt pay" discounts, we must **receive payment within 10 days** of the invoice/ship date **AND** your **account must be current** (no past due invoices). Please **see the attached document** with details about our credit terms and discounts.

By taking advantage of the "prompt pay" discount, you will reduce your material cost, thereby increasing your profitability. Many of our long-time customers who have open credit with Duro-Last continue to pay within ten days in order to boost their profitability.

Please call me if you ever have any questions as I want to ensure your success as a Duro-Last customer.

Sincerely,



Dave Pike

A/R Collector

Phone: 1-800-248-0280 ext. 1052

[dpike@duro-last.com](mailto:dpike@duro-last.com)

Attachment

"The Federal Equal Opportunity Act prohibits creditors from discriminating against credit applicants on the basis of race, color, religion, national origin, sex, marital status, age (provided the applicant has the capacity to enter into a binding contract); because all or part of the applicant's income derives from any public assistance program; or because the applicant has in good faith exercised any right under the Consumer Credit Protection Act. The federal agency that administers compliance with this law concerning this creditor is the Federal Trade Commission."

## **DURO-LAST STANDARD TERMS**

The following discounts are available on the Duro-Last® roofing system and they supersede all previous discounts or discount programs.

### **Standard Terms**

Net 30 days for all invoices.

Service charges begin to accrue after 30 days at 1.5% per month on the outstanding balance.

### **Duro-Last, Duro-Fleece® Plus Membranes and Accessories Terms Discount**

A 5% discount is offered on membrane and accessory orders placed with Duro-Last, Inc. (with the exception of the Duro-Tuff®, Duro-Fleece®, Duro-Last EV and Duro-Guard® product lines) provided the following conditions are met:

1. Submit payment to Duro-Last for the discounted amount.
2. Payment must be received by Duro-Last within 10 calendar days of invoice date.
3. Customer account must be current (30 days or less).

### **Duro-Tuff®, Duro-Fleece®, Duro-Last EV and Duro-Guard® Terms Discount**

A 2% discount is offered on any order of the Duro-Tuff, Duro-Fleece, Duro-Last EV and Duro-Guard product lines placed with Duro-Last, Inc., provided the following conditions are met:

1. Submit payment to Duro-Last for the discounted amount.
2. Payment must be received by Duro-Last within 10 calendar days of invoice date.
3. Customer account must be current (30 days or less).

## **DURO-LAST DISCOUNT PROGRAMS**

### **A. Standard Size Discount on prefabricated Duro-Last membrane sheets**

If an order is over 50,000 square feet, there is a Standard Size Discount offered by Duro-Last, Inc. with the following conditions:

1. The size of the roofing project must be 50,000 square feet or more, installed on one job, and invoiced on one invoice.
2. 80% or more of the roofing material must be made in sections from the Standard Size List. The standard sized sections will be priced 5% below published price.
3. The balance of the materials and accessories will be invoiced according to the regular prices and terms.

4. Customer account must be current (30 days or less).

**B. Volume Discount on prefabricated Duro-Last membrane sheets**

If an order is over 100,000 square feet, Duro-Last offers a 5% Volume Discount provided the following conditions are met:

1. Customer account must be current (30 days or less).
2. The project is billed on one invoice.

**Note:** All Duro-Tuff®, Duro-Fleece® rolled goods, Duro-Guard® (ISO, EPS, DensDeck®, and Securock®) products are not eligible for the volume discount. All rolled goods are not eligible for the volume discount.

---

If you have any questions regarding this policy, please call the Duro-Last Customer Service Department at (800) 248-0280.

Please contact the Duro-Last Sales Department or

Accounts Receivable Department at (800) 248-0280 for details.