



New Discount Procedure for Project Quotations

In an effort to maintain better consistency between the line item pricing of a Mohawk quotation, as compared to our line item pricing of acknowledgements and invoices, Mohawk will be implementing the following change:

Effective May 1, 2007, all applicable discounts that were previously broken out and displayed at the end of our factory estimates, will now be included in the individual line item of a quotation. This is not a change in our discounting practices, it is simply a consistency measure to mirror the net line item pricing found in our acknowledgements and invoices.

If you are a customer that has a standard discount structure currently in place with Mohawk, it is important to note that factory generated estimates will automatically include your standard discounts in each line item of the quotation. You will be receiving line item net pricing. No further discounting is required.

We are confident that this action will not only be welcomed by our customers; it will minimize any confusion when comparing quoted prices to subsequent acknowledgements and invoices.

If you have any questions regarding this matter, please do not hesitate to contact your nearest Mohawk representative.