

BLOCK PRICING: FREQUENTLY ASKED QUESTIONS

- **What is Block Pricing?**

Answer: Block Pricing is a pricing technique that uses one price sheet designed to accommodate several market price increases, decreases, and fluctuations.

- **How does Block Pricing work?**

Answer: There can be as many as 100 block price columns on one block price sheet, and each customer will be assigned a price column for each product line. When there is an increase, decrease, or fluctuation those customers will be reassigned a new block price column for each product line. This allows the customer the ability to use the same price sheet through multiple increases, decreases, and fluctuations.

- **What is the benefit of Block Pricing?**

Answer: Block Pricing is the most economical and environmentally friendly pricing method. The price sheets are valid for a longer period of time, reducing paper consumption, ink usage, and postage to redistribute new price sheets every time there is an increase or decrease. Online pricing also assists our efforts to become more environmentally friendly.

- **Why can't I see all the Block Price Columns?**

Answer: The block price columns you see on our price sheets are the prices we can offer today. The pricing to the left and right of these columns are only available in the event of an increase or decrease. Those columns will be unhidden for your use when the market dictates.

- **How can I start using Block Pricing?**

Answer: We encourage each of our customers to take advantage of this pricing method. To get started we ask that you contact one of our sales representatives to schedule a courtesy sales visit. During this courtesy sales visit our sales representatives will explain the program to your employees, answer any questions you may have, and assign the individual price columns for your account. So let's get started; email jleonhardt@leonhardtpipe.com to schedule a courtesy sales visit & you'll be using online pricing before you know it.

FOR MORE INFORMATION CONTACT YOUR LOCAL SALES REPRESENTATIVE
OR

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