

TO : SALES DEPARTMENT  
FROM : KOLIN MARKETING, INC.  
SUBJECT : DISCOUNTING SCHEME  
DATE : March 05, 2020  
REF : **KMI-000-20-03-006**  
CC : DCO/Sales/KMI CAVITE

---

This is to formalize the discounting scheme of KMI to the following customer.

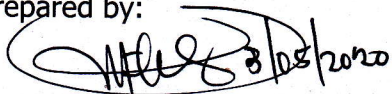
CUSTOMER	PRODUCT			
	AIRCON	REF	LED	OTHERS
BOARD OF DIRECTOR'S		less 20%		
VIP/REFERRALS		less 18%		
EMPLOYEE'S		less 18%		
INQUIRY		less 12%		

**Note:** Additional Discount is subject for approval.

Bulk orders minimum of 10 units.


Thank you very much.

Prepared by:



**MART NATHANIEL R. FLORES**  
*Assistant Supervisor*

Approved by:



**OLIVER M. FILOTEO**  
*Executive Vice-President*