

Alfa laval Inc.			
HVAC PPL Discount Factors. Alfa Laval Standard Terms and Conditions apply to ALL orders.			
Effective 3/28/2021			
Model	Buy/Resell Price Discount		
	Material		
	SS	TI	
M3/AQ1	66.0%	64.0%	
TL3B/AQ1L	71.0%	69.0%	
TL3P/AQ1LP	71.0%	69.0%	
T5B/AQ2A	70.0%	68.0%	
T5M/AQ2AM	70.0%	68.0%	
M6/AQ2	72.0%	N/A	
M6M/AQ2M	72.0%	68.0%	
T6B/AQ2TB	76.0%	69.0%	
T6P/AQ2TP	76.0%	69.0%	
TL6B/AQ2L	71.0%	68.0%	
TS6M/AQ2S	72.0%	69.0%	
T8B/AQ3	75.0%	72.0%	
T8M/AQ3M	75.0%	72.0%	
M10B/AQ4	75.0%	67.0%	
M10M/AQ4M	75.0%	67.0%	
T10B/AQ4TB	79.0%	76.0%	
T10M/AQ4TM	79.0%	76.0%	
TL10B/AQ4L	71.0%	68.0%	
TL10P/AQ4LP	71.0%	68.0%	
M15B/AQ6	75.0%	72.0%	
M15M/AQ6M	75.0%	72.0%	
T15B/AQ6TB	75.0%	73.0%	
T15M/AQ6TM	75.0%	73.0%	
TL15B/AQ6L	75.0%	72.0%	
T20B/AQ8	72.0%	69.0%	
T20P/AQ8P	72.0%	69.0%	
T20M/AQ8M	72.0%	69.0%	
TS20M/AQ8S	72.0%	69.0%	
T25B/AQ10TB	73.0%	70.0%	
T25P/AQ10TP	73.0%	70.0%	
T25M/AQ10TM	73.0%	70.0%	
T35P/AQ14P	75.0%	72.0%	
TS35P/AQ14SP	73.0%	70.0%	
TL35B/AQ14L	74.0%	71.0%	
T45M/AQ18M	72.0%	69.0%	
T50M/AQ20M	Contact RSM		
TS50M/AQ20SM	Contact RSM		
Double-Wall Units			
M3D/AQ1D	66.0%	64.0%	
TL3BD/AQ1LD	71.0%	N/A	
T6MDc	76.0%	N/A	
M6MD/AQ2MD	72.0%	N/A	
T10BDc	79.0%	76%	
M10BD/AQ4BD	75.0%	67.0%	
M15BD/AQ6D	75.0%	72.0%	
T15BDc	66.0%	68.0%	
NOTES			
Sales below published discounts must be approved; commission will be determined prior to the sale.			
All jobs over \$50K must be reviewed by Alfa Laval prior to quoting.			
In order to receive the above discounts, channels must prepare design & quote customer.			