

# Temporary Price Reduction (TPR) Notice



FY 2010  
Sales Stimulus TPR

EFFECTIVE  
with Orders Dated between  
1 July to 30 September 2010



Contract #GS-07F-7850C

## Kelly Group, Inc.

TO: Kelly Sales Staff  
FROM: Steve Kneifl  
DATE: 30 June, 2010

**SUBJECT:** Temporary Price Reduction (TPR) for ALL Kelly Klosure Material Products

**PURPOSE:** To help generate sales through the summer months of FY 2010 with discounts on Commercial and GSA sales of Kelly Klosure Brand products. Discounts include passing on spot cost reductions on some raw materials.

**DISCOUNT:** The "Retail Price" for Commercial Orders dated 1 July or after, but no later than 30 September 2010, shall be considered 14.78% less than unit Retail Prices included on Kelly Klosure Commercial Material Pricelist #2008-3.

### CLARIFYING NOTES:

1. This Temporary Price Reduction ("TPR") discount does not apply to freight charges and service orders. This discount is in addition to those authorized by Kelly's Commercial Sales Practice included in Kelly's above referenced GSA Schedules Contract.
2. The maximum Reseller 20% discount during this TPR period applies to the **2008-3 Retail Price** minus 14.78%, making the TPR **Equivalent Maximum Reseller DISCOUNT from 2008-3 Retail equal to 31.82%**. See Table below.
3. While this TPR is in effect, the GSA discounted price for qualifying GSA Orders dated during this TPR period will receive the approved 20.21% (including IFF) off the Kelly Klosure Commercial Material Pricelist # **2008-3,"Retail Prices"** discounted 14.78%, which makes the TPR Equivalent GSA DISCOUNT from 2008-03 Retail equal to 32.0%. See Table below:

Published 2008-3 Pricelist - Retail Price	\$	1,000
14.78% TPR Discount from Published 2008-3 Retail Price above	\$	852
GSA 20.21% Discounted Price during TPR effective Period	\$	680
EQUILVALENT TPR GSA Discount from 2008-3 Retail Price		32.00%
Max 20.00% Discounted Price during TPR effective Period	\$	682
EQUILVALENT TPR Max. Commercial Discount from 2008-3 Retail		31.82%