



2021 VIRTUAL OPEN HOUSE PROGRAM

2021 VIRTUAL OPEN HOUSE DVI AWARDS

COMMON AWARDS

LESS THAN \$2500
AUTOMATIC

33% Discount on New 2021
Displays.

10% Discount on New 2021
Back-up.

BRONZE AWARDS

\$2500 - \$4999
CHOOSE 2

Reduce Prepaid to \$175
until end of June 2021.

Drop Ship Fee Reduced
to \$10 / shipment until end of
June 2021.

50% Discount on New 2021
Displays.

25% Discount on New 2021
Back-up.

SILVER AWARDS

\$5000 - \$9999
CHOOSE 1

Staff Spiff
2% on all DVI purchases @DN.
On all purchases from March 1 to
June 30 2021. Program at owners
discretion as to implementation.
Compensation provided at end
of spiff period.

*Drop Ship Fee Waived
until end of June 2021.

Buy back equal to 1/2 of your
order on non-clearance at
invoice cost up to \$2500 on DVI
product only.

Earn a 10% Bulb Certificate
good for the duration of 2021
- To be used on any single PO
(no split shipments - cannot be
combined with any other bulb
incentive program).

5% Discount on a
One-Time Re-Stock Order
(on-top to a max of 25%)
*Order must be recieved by
April 1, 2021
*No split shipments - Order
ships normally on receipt of PO.

GOLD AWARDS

\$10,000 - \$14,999 CHOOSE 1
\$15,000 + CHOOSE 1 MORE

Staff Spiff
4% on all DVI purchases @DN.
On all purchases for any 120
day period in 2021. Program
at owners discretion as to
implementation. Compensation
provided at end of spiff period.

*Drop Ship Fee Waived for
the remainder of 2021.

Buy Back equal to 1/2 of your
order on non-clearance Dead
Stock at Invoiced cost up to
\$5000 on any product, donated
to your charity of choice (upon
DVI approval).

Earn a 15% Bulb Certificate good
for the duration of 2021 - To
be used on any single PO (no
split shipments - cannot be
combined with any other bulb
incentive program).

10% Discount on a
One-Time Re-Stock Order
(on-top to a max of 25%)
*Order must be recieved by April
1, 2021
*No split shipments - Order
ships normally on receipt of PO.

PLATINUM AWARDS

\$25,000 +
AUTOMATIC

Additional 5.0% Discount for the
remainder of all of 2021 Sales
after receipt of Virtual Dallas PO
(in addition to regular discounts
to a max of 25%).



Toronto Office & Distribution Center
120 Great Gulf Drive
Concord, ON L4K 5W1, Canada

T 905.660.2381 F 905.660.6814
TOLL FREE 1.855.384.5483 F 1.855.384.8435
E customerservice@dvi.lighting

DVI Lighting 2021 Virtual Open House Program Terms & Conditions

50% Discount on New Displays Award

Items that contain different finishes can be combined for this award as long as it meets the requirements of "New to You" Items.

Bulb Certificate Program Award

Multiple selections of bulb certificate program awards will not be accepted.

Buyback Awards

Multiple selections of buy back awards will not be accepted.

Cancelling Orders

If an order is cancelled after submission all awards will be cancelled as well.

Discount on New Displays

Once your order is greater than \$2500, note that the discount is upgraded from 33% to 50%. The discounts cannot be combined.

Discounts

All discounts noted in this program are in lieu of any discounts provided for in a vendor agreement. Discounts on display and backup product do not stack with discounts provided for in your vendor agreement.

Modifying Orders

If an order is modified after submission, all awards will have to be re-evaluated against the new gross sales total.

"New to You" Items

For items to be considered as "New to You", your showroom must not have ordered the items within 12 months prior to the Virtual Open House Program. If a SKU was ordered 12 months prior to the Virtual Open House Program, ordering the same item in a different finish is not considered as "New to You".

One-Time-Re-Stock-Order Award

Multiple selections of one-time-re-stock-order awards will not be accepted.

Order Quantities per Showroom

Only 1 PO per showroom location will be accepted.

Over 100 Days of Accounts Receivables

Showrooms that exceed 100 days accounts receivables will not be eligible for any Awards within the Virtual Open House Program.

Platinum Award:

Additional 5% discount for the remainder of the year award goes into effect the day after your 2021 Virtual Open House Order is submitted.

Programs for Companies with Multiple Showrooms / Franchises / Buying Groups

The Virtual Open House program is a single showroom program. Orders will only ship to a single location. Multiple ship to addresses void the program. Showrooms may not combine orders into a single PO. Showrooms under common ownership should order separately. Franchises cannot combine orders.

Showroom Dropship Policy

Dropship is only available within your region as defined by the DVI drop ship regional map. Please see our updated Drop ship Policy for further details.

Spiff Awards

All showrooms must provide DVI Lighting detailed breakdowns of retail staff sales totals for Spiff purchases 30 days before payment, or your spiff rebate amount will be applied as credit to your account. Compensation is applied @DN. Multiple selection of spiff awards will not be accepted.

Split Shipments

DVI will ship product when it arrives, as it arrives. Expect multiple shipments on your Virtual Open House order.

Virtual Open House Program Availability

The Virtual Open House Program and all promotions included are only available for showroom partners. Web retailers and mass merchants are excluded from the Virtual Open House Program.

DVI Lighting reserves the right to make any changes or adjustments at anytime due to market conditions.