

**From:** [Nelson Lafayette](#)  
**To:** [Michael Lasley](#)  
**Subject:** Discount beyond the list of SKUs included on the contract  
**Date:** Thursday, August 1, 2019 5:54:32 PM

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Michael,

Per our phone conversation earlier today, I'm confirming that Leslie's will be extending to Omnia partners a discount of at least 10% off local retail prices on purchases of SKUs outside the list of 1,658 SKUs included on the original agreement. Local retail price is defined as the retail price of product at the Leslie's store nearest to location where product is delivered.

The level of discount can be above 10% and it will be determined on a case by case basis predicated upon type of product, purchase location, sourcing location, freight, etc.

Thanks. Nelson

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