Less is More Program

Less waste = More value = More sales = More profit!

Trendway’s Less is More program promotes select Choices® systems products that generate higher yields in the manufacturing process. This improved yield allows Trendway to provide an automatic 77% discount for qualifying orders of $150K List or more, and a 75% discount for orders under $150K. The program is offered for Government business provides a 74.5% discount for qualifying orders of $150K List or more, and a 72.3% discount for orders under $150K.

Eligible Products
Complete workstations should be specified. These components qualify:

Systems:
• Choices TA panels. See Surface Material details below
• Choices rectangular work surfaces
• Choices Corner work surface with straight edge (CWS2436)
• Select Choices lighting and accessories (consult price list for details)
• Necessary Choices workstation components like corner covers or work surface supports
• Choices workstation electrical components
• Filing and Storage
• Choices Flipper Door Storage
• Pack File Center and Freestanding and Work Surface Supporting Pedestals

Surface Material Options
• Anchorage, Framework and Tabby Weave panel fabrics
• Trendway standard trim colors and Smooth and Textured paint (no wood veneer)
• Flipper Doors available painted or in one of the approved fabric patterns

Discounts
Orders of qualifying Less is More products $150K List or greater receive an automatic 77% off. Qualifying orders less than $150K List receive 75% off. Simply specify SPA number 777777 when ordering.

Non-qualifying products such as Seating, Tables and Freestanding can be included in the same order, but will receive your standard dealer discount or an approved SPA discount.

Lead Times
Less is More orders ship under Trendway’s fast standard lead times.

Ordering
Orders must be placed online to qualify. Use the Less is More catalog included in your electronic design and specification software. A detailed price list is also available on Trendeleader.

Trendway reserves the right to modify or cancel promotional programs without prior written notice.