

USER GUIDE TO THE RAIS PRICE LIST

The RAIS price list has been put together with the goal to help you increase sales and therefore is meant to be an:

- ?? easy to use sales tool for the RAIS dealer sales staff
- ?? information resource to facilitate the ordering process
- ?? increase of the RAIS dealer independence and speed up the ordering process

The price list follows a logical structure & is based on a few simple principles:

- ?? Product listing
- ?? Abbreviations
- ?? Product options
- ?? Accessories, Spare parts and Pipe
- ?? Price basis

1. PRODUCT LISTING

The chronological order of the products in the price list presentation follow same order as the in the RAIS 2007 catalogue.

The products are organized in the following listing sequence:

?? Stoves	Page 1 - 7
?? Insert (RAIS 60)	Page 7
?? Grill	Page 7
?? Fire wood holders	Page 7
?? Pipe	Page 7 - 9
?? Hearth Plates	Page 9 - 10
?? Fire tool sets	Page 10 - 11
?? Stove accessories	Page 11 - 21

For each product variation, in any category, we provide you with:

- ?? **Product name**
- ?? **SKU number** (ex. 9049605USA or 3031790)
- ?? **Product description** (ex. Mino II – steel model – steel top – soapstone baking compartment – b/o – GR)
- ?? **Page reference** to the RAIS Inc. 2007 catalogue
- ?? **Suggested retail price**

2. ABBREVIATIONS

?? BL	= black
?? GR	= gray
?? b/o	= back open/back vent.
?? t/o	= top open/top vent.
?? bak comp	= baking compartment
?? STS	= stainless steel

3. PRODUCT OPTIONS

The RAIS Inc. price list offer you an over view of the options available on each stove. (ex. turntable or air system)

The header line of each stove product features the word “Optional”. If options apply to the product it will be mentioned here. Right below the stove product variation listing you will find these options with their assigned SKU numbers, descriptions as well as the suggested retail prices.

4. ACCESSORIES & SPARE PARTS

As something new the price list features a complete listing of the most common accessories and spare parts in the RAIS product program. Again, you will find SKU numbers, description and suggested retail prices.

For special requests or something you do not find, please consult with RAIS Inc. customer service.

5. PRICE BASIS

FOB Winooski, RAIS Inc., warehouse, Vermont
Prices do not include freight
US\$ funds only

QUESTIONS?

PLEASE, CONTACT RAIS INC. CUSTOMER SERVICE:

(888) 724 7789
(TOLL FREE)