AFRDI discounts up for grabs on testing and certification

CASE STUDY

In our quotes to clients, we often mention the availability of discounts, but surprisingly, very few companies have availed themselves of the maximum discount potential, which can be quite substantial.

AFRDI provides a range of discounts, depending on factors such as the level of AFRDI membership, and membership of the FIAA or INPAA (enquire with AFRDI (03) 6326 6155). In addition, the discount offered varies according to the number of similar items submitted for **full testing** (i.e. not AFRDI Blue Tick renewal) at the same time.

The series or quantity discount applies to the third item of the same kind submitted for full testing at the one time by the same client, and further applies to subsequent items submitted for full testing at the same time from the same client.

Combined, these discounts can be extremely attractive, as the following case studies of recent work done by AFRDI show. They also clearly demonstrates that it is possible to do more testing at lower unit cost if the discount guidelines are followed.

CASE A

Company approached AFRDI to fully test 6 items.

The company **was not a 20% membership holder but decided to become one**. Membership attracted a discount of 20%.

Because a number of items were submitted for full testing at the same time, a discount applied for the third and subsequent item.

Total cost for testing was	**$17,500**
Less 20% AFRDI membership	$3,500
Less quantity discount	$3,900
Plus 20% membership	$2,000
The bottom line cost	**$12,100**

Looked at another way, the client had 6 items tested for the list price of 4

CASE B

In this recent example, the company asked AFRDI to fully test 4 items.

The company was already a 20% member with AFRDI, thereby attracting a discount of 20%. Membership of the FIAA attracted a further 10% discount.

The total cost of testing was	**$20,000**
Less 20% AFRDI membership	$4,000
Less 10% FIAA membership	$2,000
Less quantity discount	$3,333
The bottom line cost	**$10,667**

In effect, 4 items were fully tested for the price of 2

ALWAYS CHOOSE THESE TRUSTED PRODUCTS FROM AFRDI

AFRDI Blue Tick. Tests for strength, durability, flammability and ergonomics, and in office chairs, at loads up to 110 kg. New AFRDI Standard 142 extends the ability to test chairs for heavy people at two levels, 135 kg and 160 kg.

The AFRDI Green Tick uses AFRDI Standard 150 to test for sustainability and environmental credentials.

Together, they represent the state of the art in furniture certification.

Green Tick Product Certification

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