

# Lighting Your Way



## Samples Policy

Luraline offers all of its products in the form of samples to its contracted sales representatives to be used either for sales demonstration, on-site testing and/or personal purposes.

Requests for samples should be submitted in the form of a purchase order and priced at book (i.e., distributor net) value. Samples will be billed and must be paid for or returned for credit within 90 days. Samples for custom items are non-returnable and usually cannot be produced at job quantity pricing. Please consult factory for special quotes on custom samples. Any Past-due billing to reps will be deducted from commission checks.

Other than for samples, our policy is to not invoice Sales Agencies. In those special circumstances, when agencies "must" function as distributors and handle billing, items "Direct-Billed" to reps will NOT be subject to commission and goods must be paid for in full, prior to shipment. Custom merchandise requires 50% deposit, in advance of order entry, with balance prior to shipment. Please make note of these terms.

Be advised that all shipments from Luraline are F.O.B. the factory unless otherwise quoted. Full freight is allowed on single shipments of \$2,500.00 or more within the continental United States (Luraline to specify carrier). Please make note of and advise customers of these terms. All shipments from us, whether prepaid, or collect, once picked up by the freight company, become the responsibility of the carrier. Any damaged goods received by the consignee must be noted on time of delivery and a claim filed with said carrier with no exceptions.