

# Distributor Policies, General Terms and Conditions of Sale

## Products

<b>T1/T1E</b>	- PVC Wiring Duct
<b>TS/TSH</b>	- PVC Solid Duct
<b>DN</b>	- Dinosaur Flex Wiring Duct
<b>Omega/G</b>	- Din Rails
<b>P/PA</b>	- Spiral Wrap
<b>TY</b>	- Braided Sleeving
<b>I-Flex</b>	- Liquid Tight Tubing / Connectors
<b>ICT</b>	- Cable Ties and Accessories
<b>PC/ICB</b>	- Non Metallic Enclosures / Circuit Breakers
<b>VTR</b>	- Fiberglass Enclosures

**Stocking Distributor  
Discount  
Multiplier x .50**

Non-Stocking Distributor  
Discount  
Multiplier x .60

## **Wiring Duct & Din Rail Accessories**

- I. **Payment Terms**

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  - **Net 30 days from Date of Invoice.**
  
- II. **Minimum order**

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  - \$50.00 distributor cost.
  
- III. **Freight terms**

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  - All products are F.O.B. Lakewood, New Jersey.
  
  - Full freight will be allowed on shipments of:  
\$750 on wiring duct and accessories.  
\$1,000 for wiring duct and din rails combined.  
\$1,200 for din rails.  
\$2000 for any order containing VTR products.  
***To destinations in the continental United States only.***
  
  - All transportation methods requested by purchaser, other than IBOCO's standard carriers, can be subject to a prepaid and add charge.
  
- IV. **Sales Tax**

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  - Prices do not include sales, excise or similar taxes.
  - IBOCO reserves the right to add any taxes to the sale price imposed by law on the sale of its articles.
  
- V. **Prices**

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  - IBOCO Corporation is not responsible for the accuracy of any prices, discounts or terms shown on purchaser's orders. Orders will be accepted with the understanding that the products will be billed at price in effect at time of shipment, unless otherwise specified in quotation.

- VI. **Ordering less than standard package quantities**
- Issued quotes are valid on standard carton quantity only.
  - 10% cost premium if less than one standard carton. IBOCO does not advise shipping broken cartons due to high risk of damage. If broken carton is ordered IBOCO will not be responsible for damages once order leaves our warehouse. IBOCO will not credit invoice or reship the product if damage occurs.
  - Din rails, VTR Products, cable ties and all accessories are only available in standard packaging as listed in price schedule.

- VII. **Stock Rotation / Returned Goods**
- Product return privileges will be granted to all authorized IBOCO distributors, once every year, in order to regulate inventories.  
The annual return will not exceed 10% of the previous year's purchase.  
The annual return must be accompanied with a stock order of equal or greater value at time of authorization by IBOCO Corporation.
  - The credit for all returned products will be calculated at the original purchase price and will only be credited if material is in its original carton, unused, in saleable condition and conforms to current catalog packaging descriptions. No credit will be issued for open or partially used packages. Copies of original invoices must be furnished.
  - No material may be sent to factory until a written return material authorization has been requested and received by the distributor.  
Any material in stock more than twelve months from date of original invoice is only eligible for return via written authorization from factory plus a minimum of 20% restocking charge. Credit will be given only to those quantities/catalog numbers listed on written return material authorization.
  - All material is to be shipped to IBOCO Corp. freight prepaid.
  - All "made to order" products including adhesive backed wiring duct are non-refundable.

- VIII. **Cancellation**
- Any order may be canceled for standard products without charge prior to shipment.
  - Cancellations of orders already shipped, or of special products which are in the manufacturing process, will be accepted with the understanding that IBOCO Corp. will be reimbursed for costs incurred as a result of the cancellation.

- IX. **Claims**
- Claims for shortages and / or erroneous deductions for charges must be made within twenty days of invoice date or will not be permitted.

- X. **Product Warranty**
- IBOCO Corporation warrants all products found in this schedule supplied to the distributor to be free from defects and workmanship.
  - Should any defects or flaws occur in the products within one year, IBOCO Corp. will, at its option, exchange goods or refund the original purchase price.
  - Under no circumstances shall IBOCO Corp. or its distributors be liable for any loss, expenses, incidental or consequential damages of any kind arising out of the misuse of its products as were originally intended.

**Notice** - The warranties contained herein are made expressly in lieu of any and all other warranties expressed or implied.

- XI. **Limited Distribution Policy**
- IBOCO Corporation implements a limited distributor policy whereby authorized stocking distributors are established to protect each one's trading area of territory.

- XII. **Rebates, Credits and Ship & Debits**
- All Rebates, Credits, and Ship and Debit claims must be processed within 90 days from date of invoice.