

**DP 2022**

# Distributor Policies

## General Terms and Conditions of Sale

**Stocking Distributor Discount - Multiplier x .50**

### Payment Terms

- Net 30 days from Date of Invoice.

### Minimum order

- \$50.00 distributor cost.

### Freight terms

- All products are F.O.B. Lakewood, New Jersey.
- Full freight will be allowed on shipments to destinations in the continental United States only and totaling:  
\$750 for any order **EXCLUDING** any size / lengths of DIN Rails.  
\$1,000 for any order combining Wiring Duct and DIN Rails.  
\$1,200 for any order containing DIN RAILS and/or DIN Rails and accessories.  
Any charges other than the basic freight charge is to be paid by the purchaser, including destination charges, lift gate fees and/or any other additional service fees.
- All transportation methods requested by purchaser, other than IBOCO's standard carriers, will be subject to a prepaid and add charge.

### Sales Tax

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

### Prices

- 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.

### Ordering less than standard package quantities

- Issued quotes are valid on standard carton quantity only.
- Non-Standard Carton Multipliers:  
Stocking Distributor - X.55.  
The following are the only products permitted to be purchased in non-standard carton quantity:  
T1 / T1E / NAB / NABHD / TS / TSH / COV / LID / SEP  
All other products must be purchased in standard carton quantity.
- IBOCO Corporation does not advise shipping broken cartons due to high risk of damage. If broken carton is ordered, IBOCO Corporation will not be responsible for damages once order leaves our warehouse. IBOCO Corporation will not credit invoice or reship the product if damage occurs.

### **Stock Rotation**

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- 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 \$10,000 and/or 10% of the total value of the previous 12 months of sales.
- The annual return must be accompanied with an offsetting 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 lowest invoiced price within the past 24 months and will only be credited if material is in the original carton, unused, in resaleable condition and conforms to current catalog packaging descriptions. No credit will be issued for open or partially used packages.
- No return will be accepted for any product that is not of the newest released design.
- All materials delivered to the IBOCO Corporation facility without the written return material authorization will be immediately scrapped.
- Distributor is responsible for all freight charges related to the stock rotation.
- All "made to order" products including adhesive backed wiring duct are non-returnable.
- Distributor must be in good standing on all IBOCO invoices.

### **Returned Goods**

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- All returns are subject to a 30% restocking fee.
- Material must be in its original carton, unused, in resaleable condition and conforms to current catalog packaging descriptions. No credit will be issued for open or partially used packages.
- The credit for all returned products will be calculated at the lowest invoiced price within the past 24 months.
- All material is to be shipped to IBOCO Corporation freight prepaid within 30 days of issuance of RGA#.
- Distributor must be in good standing on all IBOCO invoices.
- No return will be accepted for any product that is not of the newest released design.
- All "made to order" products including adhesive backed wiring duct are non-returnable.

### **Cancellation**

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- Any order may be cancelled 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 Corporation will be reimbursed for costs incurred as a result of the cancellation.

### **Claims**

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

### **Product Warranty**

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- 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 Corporation will, at its option, exchange goods or refund the original purchase price.
- Under no circumstances shall IBOCO Corporation 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.

### **Rebates, Credits and Ship & Debits**

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