

# HK LIGHTING GROUP

## CONTACTS & POLICIES

**Sales, Quotes, Specials, Pricing variations & General Policies:**

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**Designs, General policies, Special fixtures & Applications.  
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**Sales Order, Quotation  
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FREIGHT TERMS: \$2,500.00 PER RELEASE PREPAID

1% CD 10 DAYS, NET 30, 1% CHARGE PER MONTH AFTER 30 DAYS

WARRANTY: 5 YEARS

ACCOMODATION SALES: 30% DISCOUNT PERSONAL USE (No Commission)

WE RESERVE THE RIGHT TO REFUSE THE DIRECT SHIPMENT OUT OF THE  
NORMAL TRADING AREA OF THE DISTRIBUTOR.

SPECIFICATION CREDIT: 60% TO SPECIFYING REPRESENTATIVE.

LOCATION: 20% REPRESENTATIVE

DISTRIBUTOR: 20% REPRESENTATIVE

INCENTIVE CREDIT: **ONLY SPECIFYING REPRESENTATIVE DETERMINES IF ANY  
ADDITIONAL CHARGES APPLY AND THE AMOUNT.**  
THIS INCENTIVE IS SPLIT 80/20 WITH FACTORY AFTER FULL PAYMENT OF ALL  
INVOICES.

APPROVAL DRAWINGS WILL BE SUBMITTED ONLY AFTER RECEIPT OF ORDER

QUOTATIONS ARE VALID FOR 30 DAYS.

