



Primary Concepts Dealer Policy

2024 Dealer Policy effective 1-1-2024 and supersedes all previous policies

Ensure that the proper personnel at your company will be notified of policy or price changes by contacting us at information@primaryconcepts.com

NEW DEALERS: Minimum \$350 net opening order required accompanied by a completed Primary Concepts Credit Application and copy of your resale certificate. Pre-payment is required with initial order. Orders will be shipped on terms as soon as credit has been established.

MINIMUM ORDER: Minimum reorder is \$200 net.

FREIGHT: Free Freight* on all prepaid orders \$750 net and up, per shipping location. Free Freight* on all orders \$2,000 net and up, per shipping location. Free Freight* may also be offered in seasonal buying programs. Orders must be marked Free Freight to qualify. *Free Freight Continental U.S. only.

TERMS: Dealer discount for authorized resellers in good standing is 50% off of our published suggested retail price, unless otherwise noted. Net 30 days. Orders are FOB our warehouse and are subject to credit approval. All prices are quoted in U.S. dollars. Prices may be raised or lowered at any time during the year with 30-days-notice.

DEALER PAYMENTS: All remittance by check should be sent to: Primary Concepts Accounts Receivable, P.O. Box 640, Lafayette, OR 97127. ACH payments accepted—Please contact information@primaryconcepts.com for routing information or call 800-660-8646. Credit card payments on wholesale accounts will be processed with a 3% service charge added to the total payment amount.

DROP SHIPMENTS: Drop shipments over \$5,000 net are available at 50% off our suggested retail price, FOB Lathrop, CA, per shipping location. Drop shipments over \$1,250 net are available at 40% off our suggested retail price, FOB Lathrop, CA, per shipping location. Drop shipments under \$1,250 net are available at 30% off our suggested retail price, FOB Lathrop, CA, per shipping location. An additional \$15 drop ship fee will be applied to shipments below \$200 net.

SHIPMENTS: FOB Lathrop, CA. Truck shipments will be sent freight collect, unless requested otherwise. We will select a carrier unless you tell us you have a preferred carrier. Non-truck shipments are prepaid and added to your invoice. Shortages in shipments, defective merchandise, or errors in billing must be reported within 15 days of receipt of order. If merchandise is damaged in transit, please accept the shipment and file a claim with the carrier. Proof of delivery requests will only be accepted up to 45 days after merchandise has been shipped.

RETURNS: Primary Concepts accepts returns for factory defective merchandise only. We are unable to accept any returns without prior authorization and instructions from our Customer Service Department. Returns without authorization will be refused. Sales representatives do not have the authority to approve returns. Refused shipments will be charged freight in both directions.

Primary Concepts is committed to a policy of restricting distribution of our products to retailers and distributors whose image in the marketplace is appropriate to our products, and who we believe will see to it that our products are properly represented and merchandised to consumers. Primary Concepts, by its acceptance of an order or any number of specific orders, is not in any way obligated to accept future orders from the Dealer.

P.O. Box 640 • Lafayette, OR 97127 • 800-660-8646 • Fax 510-527-8760
www.PrimaryConceptsDealer.com • email: info@PrimaryConcepts.com