



## **LUCK'S MUSIC & TEMPO PRESS DEALER POLICY**

### **Effective June 1, 2018**

#### **Daily Orders**

- Minimum order amount is \$10.
- Minimum order to receive a discount is \$25.
- All orders requiring same day shipping must be received by 1 pm Eastern Time.

#### **Standard Dealer Discount Classes**

- Discounts are determined by the annual net volume of dealer purchases during Luck's Music Library's previous fiscal year (January 1 – December 31).
- Discounts will be updated at the beginning of each year.
- Discounts for special order items not in our catalog will be determined on a case by case basis.
- Daily discount rates are as follows:

Net annual sales	Tempo Press publications		Luck's Music and Kalmus publications	All other publishers
	Subscribed new issue categories	Non-subscribed new issue categories		
Up to \$599	35%	25%	15%	10%
\$600-\$1,599	40%	30%	25%	10%
\$1,600-\$4,999	45%	35%	33.33%	10%
\$5,000 and up	50%	40%	40%	10%

#### **Stock Orders**

- Additional 10% discount will be given on the order net all other discounts.
- Stock orders are payable 90 days from invoice date. Stock order invoices not paid within 90 days will be credited and re-billed at the daily discount rate.
- Minimum stock order \$750 net.
- Stock orders may be placed from April 1 to June 31 and from October 15 through December 31.
- Please identify orders as stock orders to receive proper discount and dating.

## **New Issue Subscription Program**

- Dealers may subscribe to one or both new issue categories.
- New issue subscribers may request to receive up to 10 copies of each new issue at the 55% new issue discount.
- New issues are payable 90 days from invoice date.
- New issue product is non-returnable.

## **Terms of Sale**

- \$100 initial order required for new accounts seeking credit.
- All customers extended credit by Luck's Music Library must have a valid credit card on file with Luck's Music Library. This credit card will be charged for any invoices delinquent for over sixty (60) days. Before an account can be established, the dollar amount of the first order must be approved by the credit card company - your card will not be charged.
- Invoices are payable within 30 days from the invoice date.
- A maximum monthly finance charge of 1.5% (Annual Percentage Rate 18%) will be charged on balances unpaid 30 days from the invoice due date.
- Additional orders will not be shipped to delinquent accounts.
- Any miscellaneous bank charges relating to nonsufficient funds checks, bank transfer fees, checks drawn on non-U.S. banks, etc. will be billed to the dealer's account. There is a \$35 fee for returned checks.

## **Returns**

- Merchandise is returnable only if 1) it is defective, 2) it is shipped in error or 3) it is shipped with special "guaranteed" status for dealer clinics, workshops, reading sessions, etc. (Subject to prior approval).
- Authorization for all returns must be obtained in advance.
- Returned merchandise requiring new covers due to wear or price stickers are subject to a 5% restocking fee.

## **Direct Shipments**

- A \$5 service charge will be applied to all orders which are drop-shipped to locations other than dealer-owned branch stores.

## **Promotional Materials**

- All Tempo Press promotional items (demo recordings, brochure, catalogs) are available in quantity at no charge.
- Shipping charges for promotional materials are billed to the dealer's account.