

Melin Tool Distributor Policy

Effective February 1st, 2012

TERMS AND CONDITIONS

GENERAL

- TERMS:
- Orders may be placed by phone, fax, e-mail, and mail.
 - An order is defined as one delivery to a single location. Requirements for multiple drop ships will be separated into individual orders.
 - All prices are reflected in US dollars.
 - List prices shown on the Melin web site are to be considered current.

ORDER REQUIREMENTS

- TERMS:
- No minimum order value requirements.
 - A small handling fee of \$3.00 will be added to freight charges for orders with a total net value under \$100.00.

SPECIALS & CUSTOM DESIGNED TOOLS

- TERMS:
- Net prices are provided on an individual basis and are determined based on the tool style, size, & quantity.

FREIGHT

- TERMS:
- Scheduled shipments will be made using ground freight services and the costs added to the Melin invoice.
 - As an alternative, customers are welcomed to provide us their own freight account #s for appropriate charges.
 - Free ground freight will be provided for orders exceeding \$750.00 net value.
 - Back orders will be shipped on freight free basis, using ground freight services.
 - On orders requesting multiple shipping dates, each shipment will be considered a separate order in applying freight terms and allowances.
 - Consignees outside the U.S. are responsible for all brokerage fees, duty, customs clearance, and corresponding fees.

PAYMENT

- TERMS:
- Open accounts will be established pending credit approval.
 - Payment terms are 1% 10, net 30 days, unless otherwise specified on an invoice.
 - Freight charges do not qualify for cash discounts.
 - Periodic payment and credit reviews are used to update credit limits and may impact resale discounts.



www.melintool.com

5565 Venture Drive, Cleveland, Ohio 44130

Phone: (800) 521-1078 or (216) 362-4200

Fax: (800) 521-1558 or (216) 362-4230

Email: sales@melintool.com

MELIN

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DISTRIBUTOR RESALE DISCOUNTS

- TERMS:
- Discounts are assigned for each of the major product groups in the Melin Portfolio. It is expected that a distributor actively promote all product groups and generate reasonable and warranted sales activity in each, in order to maintain their discounts.

Group Description	Resale Discounts Product Group Code
Carbide Cutting Tools	
General Purpose End Mills	P1A
High Performance End Mills	P1B
Special Use End Mills	P1C
General Purpose Drills	P1D
High Performance Drills	P1E
Thread Mills	P1F
High Speed Cutting Tools	
General Purpose End Mills	P1G
High Performance End Mills	P1H
Special Use End Mills	P1I
Roughing End Mills	P1J
Misc. Tools	
Countersinks	P1K
Carbide Blanks	STL
Carbide Burs	P1L
Tool Holders	P1M

PRICE CHANGE

- TERMS:
- All prices are subject to change.
 - Back orders will be invoiced at the price in effect at the time of order.

RETURN POLICY

- TERMS:
- Only current, standard products will be accepted for return and credit. Prior authorization is mandatory and provided by customer service issuing a Returned Good Authorization (RGA).
 - Returned tools are subject to inspection, acceptance, and a 10% restocking charge.
 - The distributor is responsible for transportation costs of the returned tools.
 - Credit will be issued based on the distributor's cost at the time the tools were purchased.
 - Annual inventory adjustments are encouraged (one per year), exchanging slow moving inventory for products having a higher demand. To avoid a restocking charge, the order for new tools must be 20% greater at net value than the value of returned tools.

ACCEPTANCE OF GENERAL TERMS

- TERMS:
- All purchase orders submitted by our distributors are accepted by Melin Tool in accordance with the terms stated herein. These terms supersede all conflicting terms contained in any distributor PO's.



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