



	<b>PULS Pinnacle Distributor</b>	<b>PULS Authorized Distributor</b>	<b>Direct OEM</b>	<b>Integrated Supply Channel</b>	<b>User</b>
<b>Shipping &amp; Handling</b>	Orders greater than \$250 net are freight prepaid and allowed. Orders less than \$250 net incur shipping and handling cost of \$15.00 + actual freight cost. All premium freight is the customer's responsibility.	Orders greater than \$500 net are freight prepaid and allowed. Orders less than \$500 net incur shipping and handling cost of \$15.00 + actual freight cost. All premium freight is the customer's responsibility.	No Minimum – Customer pays freight unless negotiated differently	No Minimum – Customer always pays freight.  DROP SHIP ONLY unless negotiated differently	No Minimum, Customer always pays freight.
<b>Payment Terms</b>	Net 30 days – 1 ½% interest per month added for late payments	Net 30 days – 1 ½% interest per month added for late payments	Net 30 days – 1 ½% interest per month added for late payments	Net 30 days – 1 ½% interest per month added for late payments	Net 30 days – 1 ½% interest per month added for late payments
<b>Warranty</b>	3 Years from date of purchase	3 Years from date of purchase	3 Years from date of purchase	3 Years from date of purchase	3 Years from date of purchase
<b>Return Privileges</b>	25% Restocking Charge or \$25.00 Minimum Fee. Items must be returned within 1 year of original invoice Customer Pays Freight	25% Restocking Charge or \$25.00 Minimum Fee. Items must be returned within 1 year of original invoice Customer Pays Freight	25% Restocking Charge or \$25.00 Minimum Fee. Items must be returned within 1 year of original invoice Customer Pays Freight	None	None
<b>Stock Rotation</b>	Annual return privileges of 10% of prior year stock purchases with equal value order. Distributor pays freight both ways.	None	None	None	None
<b>Marketing Fund</b>	Marketing Funds provided equal to ½% of annual purchases. Activities utilizing funds require approval of PULS Regional Manager.	None	None	None	None
<b>Pricing</b>	PULS List Less 49% discount (0.51 multiplier)	PULS List less 45% discount (0.55 multiplier)	PULS List less 36% discount (.64 multiplier) OR special price per SKU per price sheet	List Price – SPA required	List Price