

TRADE POLICIES

1. If you've yet to do business with Laudisi Distribution Group, we require a minimum first order of \$1000 to ensure that your store is properly stocked with a well-rounded selection of cigars, pipes, pipe tobacco, and other accessories.
2. For our records, we require a copy of your tobacco license, retail/business license, and your sales tax ID number (refer to our New Account Document for more details), along with any other documentation required by your state to sell tobacco or tobacco-related products. Additionally, we ask that you provide updated licenses annually or whenever your current licenses are due for renewal. It is your responsibility to ensure that your business remains in good standing and eligible to purchase from us.
3. Non-tobacco products: LDG requires retailers to observe a Minimum Advertised Pricing policy (MAP) on *all* **Eltang Basic, Savinelli, Rossi, Brigham, Barling, White Elephant, Molina, Rattray's, and Peterson** branded, non-tobacco products, including pipes and accessories. **MAP is not to be less than 80% of our published MSRP.**
4. Tobacco products: LDG requires retailers to observe MAP on all pipe tobaccos sold by Laudisi Distribution Group, including **Cornell & Diehl, G.L. Pease, Sam Gawith, Gawith Hoggarth, Caribbean Blue, BriarWorks, Captain Earle's, Savinelli, Charatan, Sillems, and Two Friends** branded tobaccos. **MAP is not to be less than 85% of our published MSRP.**
5. Cigar Products: LDG requires retailers to observe the Minimum Advertised Price (MAP) for all cigars sold by Laudisi Distribution Group, including Caldwell, Lost & Found, La Barba, and Bellatto branded cigars. **MAP is not to be less than 85% of our published Manufacturer's Suggested Retail Price (MSRP).**
6. LDG requires retailers to observe MAP on all **Zippo-branded lighters**. **MAP is not to be less than 85% of our published MSRP.** All Zippo lighter repairs and repair inquiries should and will be directed to Zippo USA <https://www.zippo.com/pages/repairs-windproof-lighter>
7. LDG will make a 120 hour allowance for pre-approved MAP violations when the affected brand is a component of a category-wide promotion of many categorically similar product brands and is not specifically targeted in any promotional or advertising materials, only when LDG has authorized the retailer to temporarily pause observing MAP.
8. LDG requires retailers to observe the planned retail release dates for "new" facings which we communicate to them in newsletters announcing wholesale availability of "new" facings and through its Territory Managers. Retailers that violate a retail embargo may be ineligible to resupply certain high-demand, limited-availability products.
9. All sales of bulk or tinned pipe tobacco by Laudisi Distribution Group are final, except in cases of manufacturing defects.
10. If you would like to return inventory you must coordinate a return with your Sales Representative or contact our headquarters directly. If we receive returned merchandise without an Inventory Return Request Form the merchandise will be returned to you at your cost.
11. We require retailers to send back returns in sellable condition, including all original product packaging. We reserve the right to levy a 10% restocking fee for products returned in less than sellable condition.
12. We ship using a variety of UPS & USPS services. Any order containing tobacco that's shipped with a UPS service, excluding Surepost, is required by UPS to require an adult signature upon delivery.
13. If you feel we've sent you unsellable products, please let us know within 30 days of receiving the shipment and we'll make it right.
14. In most cases we can replace a damaged stem. For other repairs, including more extensive repairs, please contact us for more information.
15. If your customer wants to return a pipe or cigar purchased from us due to a potential defect, we ask that you work directly with the customer. As a wholesale distributor, Laudisi Distribution Group collaborates closely with retailers, and we rely on our retail partners to manage customer interactions. We will support you in resolving the issue.
16. We offer Credit Card terms and Net 30 terms. To establish Net 30 terms we'll ask for references (see New Account Document). If you're on Net 30 terms and have an outstanding unpaid order, we reserve the right to 1) change your account terms to Credit Card and/or 2) put your account on Credit Hold. We will do either or both before we'll involve a debt collector.
17. If you'd like login access to Laudisi.com where you can check wholesale pricing, get access to our catalog, find documents like this, and place orders, please inquire.
18. The Walmart and Amazon Marketplaces remain closed to any new sellers for any products distributed by Laudisi Distribution Group, unless prior approval as been granted by management. If you are currently selling on any eCommerce platform, please inform your Territory Sales Representative.
19. Backorders will ship automatically when we accumulate at least \$200 in backordered goods. Smaller backorders, when available, will be shipped along with your next order.

Have you reviewed and do you understand the Trade Policies herein listed?

☐ YES

☐ NO

OWNER (S) SIGNATURE

DATE

ADDRESS