

## Manning Lighting Sample Policy

Updated 1/1/2019

### **Option #1: Agency Sample**

Used for general presentations and display.

Keep it for: Ever and ever

Price: 50% off D/N price

### **Option #2: Manning Sample**

Product used for specifier review on particular project(s). Not all products are in stock and will have standard lead times for manufacturing.

Keep it for: 30 days

Price: Memo bill at D/N price. No charge if returned in 30 days.

### **Option #3: Custom Sample**

Custom product used for specifier review on particular project(s). These products may have purchased part, tooling, and engineering costs associated with them and longer lead times.

Keep it for: Ever and ever.

Price: Quoted per request.

### **Option #4: Specifier Sample**

Product used for installation in specifier's office or home.

Keep it for: Ever and ever

Price: 25% discount on 15+ D/N price.

Manning will pay shipping on outbound samples. Agent responsible for return shipping.

All samples sold at 0% commission.