

MARKETING BULLETIN

| Parts Order Entry and Freight Policy | | | | |
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| Order Classification | Method of Shipment | Freight Policy | Order Cycle | Comments |
| Regular Parts Order (\$50 Minimum) | Common Carrier/Normal Transportation | Pre-Paid at \$2,500 for U.S., \$4,000 for Canada. Pre-pay and add to invoice is less than these amounts. | Normally ships within 48 hours. | <ul style="list-style-type: none"> * Minimum \$50 order at customer net price. * No limit on frequency * Freight paid by distributor, unless order is over \$2,500 or \$4,000 * Drop ship charge of \$20. |
| Expedited Orders. These orders move ahead of Regular Parts Orders. No minimum order amount. \$1,000 maximum per order. \$40 service charge per order. | Common Carrier/Normal Transportation | Pre-Paid and add to invoice, plus \$40 service charge. | Shipped same day if ordered by 1:00 pm Central Standard Time. Next business day if later than 1:00 pm. | <ul style="list-style-type: none"> * Service charge of \$40 per order. * No limit on frequency of order. * Freight paid by distributor. * Must clearly state "Expedite Order" |
| 2nd Day Freight Orders. These order move ahead of expedited orders. No minimum order amount. \$1,000 maximum per order. \$40 service charge per order. | 2nd Day or fastest alternative. | Pre-Paid and add to invoice, plus \$40 service charge. | Shipped same day if ordered by 1:00 pm Central Standard Time. Next business day if later than 1:00 pm. | <ul style="list-style-type: none"> * Service charge of \$40 per order. * No limit on frequency of order. * Freight paid by distributor. * Must clearly state "2nd Day Air Order" |
| Next Day Air Freight Orders. These order move ahead of expedite orders and 2nd Day Freight Orders. No minimum order amount. \$1,000 maximum per order. \$40 service charge per order. | Next Day or fastest alternative. | Pre-Paid and add to invoice, plus \$40 service charge. | Shipped same day if ordered by 1:00 pm Central Standard Time. Next business day if later than 1:00 pm. | <ul style="list-style-type: none"> * Service charge of \$40 per order. * No limit on frequency of order. * Freight paid by distributor. * Must clearly state "Next Day Air Order" |
| EOP or Preseason Parts Orders. Order under the EOP program. Select a level to receive EOP program benefits. | Common Carrier/Normal Transportation | Must meet minimum EOP or Preseason Parts Orders program amounts. All orders will be Pre-paid freight. | Ships per EOP or Preseason program guidelines. | Ships per EOP or Preseason program guidelines. |

QUESTIONS?

Please email communications@nortek.com

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