

TMS LIGHTING - INFORMATION SHEET

POLICIES

US Freight Policy	Freight prepaid on orders >\$3000 US; \$90 fixed fee for smaller orders; exception for poles and shipments outside the continental US
CA Freight Policy	Freight prepaid on orders >\$3500 CA; freight PPD/ADD, or on customer shipping account; exception for poles & custom orders
Warranty	5 years – repair or replace
Samples	Deferred 90-day billing subject to prior approval; RMA required for return
Concession Sales	For orders <\$7,000 agent-net, 25% discount applied to book price
Returns & Cancellations	All products are made to order and therefore cannot be returned or cancelled
Expedite Fees	Subject to prior approval, orders may be expedited with a quoted fee

COMMISSIONS

Standard Commission Rate	10% {50% Specification Credit, 25% Order Credit & 25% Destination Credit}. Enhanced commission upon the achievement of performance goals
Overage Split	90% to Agency / 10% to TMS (no cap)
Commission Payments	Payments to be issued within 30-60 days following order shipment
Credit Terms	If purchasing from TMS, Net-30 (first orders may require advance payment)

INSIDE SALES

Standard Quote	Use online configurator or email:- customercare@tmslighting.com
Modification Quote	Email:- customercare@tmslighting.com
Online Pricing Configurator	Agency staff can register for access using their agency email address: - https://tmslighting.com/sign-up.html
Lead Time	6-8 Weeks for Standard Product; 10 Days for Quick-Ship

SALES TOOLS

AIA Presentations	Contact RSM
Factory Visits	Contact RSM
Sales Resources	https://tmslighting.com/resources.html
Music Video	https://www.youtube.com/watch?v=DDuxsLeh31A&t=3s
YouTube Channel	https://www.youtube.com/channel/UChI-tSnr_s7-TRHNMREB_ZA

SOICIAL MEDIA

LinkedIn	https://www.linkedin.com/company/tms-lighting-inc./
Instagram	https://www.instagram.com/tmslightinginc/
Facebook	https://www.facebook.com/TMSLightingInc
YouTube	https://www.youtube.com/channel/UChI-tSnr_s7-TRHNMREB_ZA