



TRADE POLICIES

1. If you haven't done business with LDG yet, for your first order we ask that you spend no less than \$500 in order to get your store stocked properly with the right combination of cigars, pipes, pipe tobacco, lighters, and accessories.
2. Non-tobacco products: LDG requires retailers to observe a Minimum Advertised Pricing policy (MAP) on *all* **Eltang Basic, Savinelli, Rossi, and Peterson** branded, non-tobacco products, including pipes and accessories. **MAP is not to be less than 80% of our published MSRP.**
3. Tobacco products: LDG requires retailers to observe MAP on **Cornell & Diehl, G.L. Pease, Sam Gawith, Gawith Hoggarth, Caribbean Blue, BriarWorks, Captain Earle's, Savinelli, and Two Friends** branded tobaccos. **MAP is not to be less than 85% of our published MSRP.**
4. Cigar Products: LDG requires retailers to observe MAP on all Caldwell, Lost & Found, La Barba, and Bellatto branded cigars. **MAP is not to be less than 90% of our published MSRP.**
5. 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>
6. 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.
7. 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.
8. For our records, we'll need a copy of your tobacco license, retail/business license, and a copy of your sales tax ID number (see our New Account Document for further information). We'll ask for an updated copy of your tobacco license annually.
9. If you would like to return inventory you must coordinate a return with your rep. If we receive returned merchandise without an Inventory Return Request Form the merchandise will be returned to you at your cost.
10. 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.
11. 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.
12. 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. After 30 days it gets messy.
13. In most cases we can replace a damaged stem. For other repairs, including more extensive repairs, please contact us for more information.
14. If your customer wants to return a pipe or cigar we sold you because he feels it's defective we require that you work with your customer and we will work with you. As a wholesale distributor, LDG works best with retailers, and we ask our retailers to work with their retail customers.
15. 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.
16. 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.
17. The Walmart and Amazon Marketplaces remain closed to any new sellers. Due to preexisting exclusivity contracts, new customers are not allowed to sell any Savinelli or Peterson products on Amazon or Walmart.

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

YES NO

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| OWNER (S) SIGNATURE | DATE | ADDRESS |
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