



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 pipes, pipe tobacco, lighters, and accessories.
2. Less Peterson pipe tobacco, which we don't distribute, LDG requires retailers to observe a Minimum Advertised Pricing policy (MAP) on *all Savinelli, Rossi, and Peterson* branded products, including pipes, pipe tobacco, and accessories. **MAP is not to be less than 80% of our published MSRP.**
3. LDG requires retailers to observe MAP on **Cornell & Diehl, G.L. Pease, Castello, BriarWorks, Captain Earle's, and Two Friends** branded tobaccos. **MAP is not to be less than 85% of our published MSRP.**
4. LDG will make an allowance for a MAP violation so long as the affected brand(s) is part of a 1) a short-lived promotion that b) includes other brands and c) does not specifically target brands sold by LDG, and/or 2) when we LDG has authorized the retailer to temporarily pause MAP.
5. 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.
6. 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.
7. We do accept returns. You can download from Laudisi.com or ask your rep for an Inventory Return Request Form, which we require in advance of any return.
8. 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.
9. We ship UPS and USPS. We include invoices with every shipment.
10. 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.
11. In most cases we can replace a damaged stem. For other repairs, including more extensive repairs, please contact us for more information.
12. If your customer wants to return a pipe 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.
13. 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.
14. If you want us to special order something we don't ordinarily carry, let us know because we may be able to work something out, though we'll probably need to discuss some kind of minimum quantity to make it happen.
15. 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.
16. The Amazon Marketplace remains closed to any new sellers.