

# Agalite Marketing Programs

Policies and Procedures for Marketing and Business Support





## Displays

### Display Policy

Agalite offers a variety of displays and hand-carry samples that are a key to selling customers at the point of purchase. These displays and samples accurately reflect the quality and beauty of Agalite products. Agalite offers them to you at our cost.

The displays are issued at no charge for 120 days. After 120 days your account will be reviewed. If 5% of your Agalite purchases for that 120 days exceeds the cost of the display, it is yours to keep. If there is not sufficient sales to cover the cost of the display, you will be billed for the remaining balance.

Agalite displays are available for the promotion of Agalite products only. Any display of products other than Agalite within the Agalite display will result in return of the Agalite display to Agalite, regardless of payment.

### Design Center Kiosk

This contemporary display holds three, full-sized doors, so customers can get the real feel of the quality of an Agalite door. The display includes 2 sliders (48" wide) and 1 swing door (24" wide) from the Euro, Accent, Vision, or Fresco Collections. The metal and glass options are bright silver or gold finish and clear or obscure glass. Other options are available at additional cost. Check with your Agalite Sales Representative for available glass type and metal finish options. The entire display measures 55" x 31" x 86". The Design Center Kiosk is available for \$500, in accordance with the display policy.



### Mobile Design Center

Agalite's Mobile Design Center is a unique sales organizer that has all the information you need for a winning sales presentation. Efficient, self contained, compact in size (11" x 18" x 4"), professionally constructed, this presentation case:

- Shows typical installations to ensure good communication and expectations between you and the prospective customer.
- Discusses Agalite Collections, what features distinguishes each, implying what level of product and functionality is desired.
- Provides physical samples of over 20 glass types and 9 metal finishes for immediate comparison and decision making.
- Has a demonstration of ClearShield and discusses other glass treatments that help keep the glass in "showroom" condition.



Take it on the road to an in-home presentation, or use it in the showroom. It is designed to ensure that all the information is available to close the sale.

### Rack / Single Door Display

The Rack display is free-standing for maximum flexibility on your showroom floor. This display includes samples of Accent, Fresco or Vision Collection swing doors or sliders. Only \$350.

The Single door display is the same frame as the sample rack display (shown right), but it will hold one full sized Accent, Fresco or Vision Collection swing door (24" wide). Only \$175.



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## Displays (cont.)

### Hand Carry Samples

All hand carry samples are available at a minimal cost. These samples are an excellent device for accurately showing the quality and design of Agalite bath enclosures. Carry samples are available in bright silver, brushed nickel or oil rubbed bronze finishes with clear or rain glass. You can order either slider or swing door models from the Accent, Fresco or Vision Collection. Only \$45. The Euro Series is available for \$65.



## Printed Materials

Agalite produces many printed brochures, ads, product briefs, newsletters and instruction sheets. If you would like copies or reprints of these materials they are available from Agalite customer service. Your first order of 100 copies of any item is free. Any quantities over 100 will reflect our reproduction costs (please refer to the enclosed price pages). Just call us to order your copies.



6006 - ShowerGuard Brochure



6010 - Collections Brief



6000 - Price Catalog



6014 - Estate Brochure



6011 - Accent Brochure



6012 - Fresco Brochure



6013 - Vision Brochure



6000 - ClearShield Brochure



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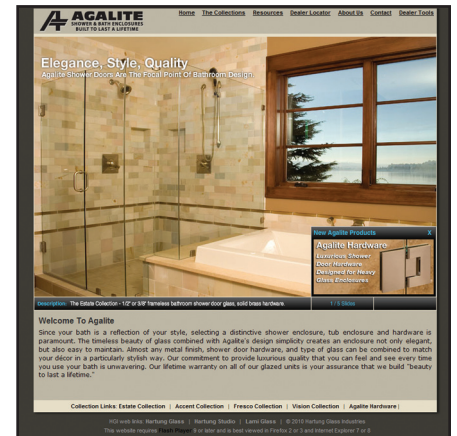
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## Agalite.com Website

Agalite.com has recently gone through a major redesign. The new site has a fresh new look. It is easier to navigate and now features world class photography from recent photo sessions done at model home events and in our professional studio.

The website provides rich interactive content using the latest tools of website design. The improvements allow users to gain a better perspective of our product offering. This continuous improvement initiative shows how Agalite is working to support you in your company's efforts to achieve top-of-class marketing.



## Customer Policies

### Shipping and Delivery

All shipments are FOB Agalite's dock. However, freight may be prepaid to your area via Agalite's extensive no-charge delivery network throughout the Western and Midwestern States. Call customer service to receive an up to date delivery schedule for your area.

### Credit Policy

Upon customer request, a credit application will be mailed, faxed or given to the customer by Agalite customer service, a sales representative, or by the credit department. A credit application must be on file before an order can be processed. The application review process usually takes between seven and ten working days. Credit approval is determined by the Agalite credit department only.

### Credit Limits

Credit limits are requested at the time the application is filed with our credit department and determined by our credit manager.

### Terms

Standard terms are 2% 10, net 30. Contact the credit department for delayed payments

### Returned Goods Policy

A written Returned Goods Authorization (RGA) is needed prior to the return of any of our products. Contact customer service for pre-approval. There is a 20% restocking charge and a \$5.00 re-boxing charge may be added as well. Accounts outside Colorado must prepay freight to return goods. No custom units, custom powder-coated units, or Estate doors may be returned for credit. Credit is at Agalite's discretion upon final inspection of returned units. Units must be well packaged in original carton, and must not have been installed prior to return.

### Warranties

Your participating Agalite Dealer will repair or replace (at its option), any part of your Agalite shower or tub enclosure found to be defective in material or workmanship. Any parts found to be defective will be supplied free of charge FOB factory or designated service center. This warranty covers parts only, labor is not included. The Estate collection has a lifetime warranty on the glass and 3 year limited warranty on the hardware. Clearshield is not covered under this warranty. This limited warranty applies to the original purchaser and is not transferable. There are no other warranties expressed or implied and the manufacturer will not be responsible for consequential damages arising as a result of defects or otherwise. This warranty is extended to residential applications only. To activate our warranty, the purchaser must complete and forward the warranty registration card provided with the Agalite shower door or tub enclosure within 30 days of purchase. To make a claim under the provisions of this warranty, simply contact your local Agalite dealer. Hartung Glass Industries or Agalite Bath Enclosures.

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