

## BLANKET ORDER GUIDELINES

Purchase Orders	A copy of all purchase orders is required via email, fax or mail prior to processing an order.
Pricing	Blanket orders and quantity discounts are subject to factory-minimum release schedules and manufacturer's price increases.
Schedule of Shipments	Release schedules are required at the time the order is placed. Reschedule adjustments require 60 days' notification prior to scheduled shipping date. Scheduled shipments are subject to factory conditions. Rescheduled blanket orders not shipped within the negotiated time period are subject to quantity repricing and/or a 2% per month carrying charge.
KFS Inventory	Customer-specific non-standard items can only be inventoried at Kraft Fluid Systems with a purchase order. These orders cannot be canceled.
Cancellations	Cancellation terms are subject to the same conditions required by individual manufacturers. Product in Kraft inventory is subject to these same conditions. Cancellation of any order requires 90-day notification and/or factory authorization. Full cancellation charges may apply on any non-standard or special order items.
Terms	<p>Credit checks and/or payment history must show credit worthiness. We will not inventory for CIA or COD customers without approval of Credit Manager and Sales Manager.</p> <p>Net 30 days upon approved credit; cash-in-advance and progress payments may apply where insufficient credit is available or custom products are ordered. Shipments will be placed on hold if Accounts Receivable balance exceeds 45 days.</p>
F.O.B. and Freight Charges	F.O.B. and freight charges from factory or point of origin. Truck and air shipments are collect.