

Judie Gumm

• DESIGNS

made in alaska u.s.a.

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Thank you for considering offering **Judie Gumm Designs** in your store or gallery. If you decide to become a wholesale customer simply fill out and fax us the **Wholesale Application** found on our web site. Once we have had an opportunity to review your application, we'll get right back to you. The application process is important to us. We view it as the first important step towards building a partnership in bringing your customers distinctive jewelry made in the tradition fine American craft. The following are highlights of our **Wholesale Policies** that are especially relevant for new customers.

- 1. Payment.** First order is prepaid, then subsequent orders are shipped on net 30 terms. (First order can be paid with credit card to expedite delivery.)
- 2. Returns.** As a new account there is no restocking fee on your first return within six months of purchase of up to \$500. All subsequent returns will be charged a minimum restocking fee of 15% of the value. This charge includes cleaning, re-carding and re-invoicing. Highly tarnished jewelry will be charged more. Returns are for credit towards future purchases only.
- 3. Cleaning.** We do clean and card our jewelry for a small fee if your display items become soiled or tarnished.
- 4. Late Fee.** We assess a monthly finance charge of 1.5% on all late payments.
- 5. Sales Literature.** We offer a full-color card on the artist complete with biographical sketch referred to as the **Bio-Card**. In addition, we will supply you with an information card which explains both the symbolism and inspiration behind our **Animal Spirit** line. We have found these cards, when prominently displayed, will increase your sales of our line.
- 6. Service.** We have a minimum first order of \$500 with no minimum on subsequent orders.
- 7. Repair.** We will repair our work if possible and will replace ½ of an earring set if that item is currently in stock.
- 8. Guarantee.** We unconditionally guarantee our work to be free from manufacturing defects for one year from date of purchase.
- 9. Geographical Exclusivity.** If you open an account with us and we feel that you are successfully marketing our work, we will protect your exclusive right to represent us in your given locale.
- 10. Delivery Times.** Five to ten business working days depending on the season.

As our customer we take your needs seriously and will endeavor to supply you with our high quality jewelry in the shortest amount of time possible. Thanks again for your interest.