



5565 Venture Drive, Cleveland, Ohio 44130

Phone: (800) 521-1078 or (216) 362-4200

Fax: (800) 521-1558 or (216) 362-4230

Email: [sales@melintool.com](mailto:sales@melintool.com)

Updated: Sept 019

[www.melintool.com](http://www.melintool.com)

# DISTRIBUTOR POLICY: TERMS & CONDITIONS

## General

### TERMS

- Orders may be placed by phone, fax, and/or e-mailed.
- An order is defined as one delivery to a single location. Requirements for multiple drop ships will be separated into individual orders.
- All prices are reflected in US dollars
- List prices shown on the Melin website are to be considered current

## Order Requirements

### TERMS

- No minimum order value requirements
- A small handling fee of \$3.00 will be added to freight charges for orders with a total net value under \$100.00

## Specials & Custom Designed Tools

### TERMS

- Net prices are provided on an individual basis and are determined based on the tool style, size & quantity  
*(Submit quotes to [specials@melintool.com](mailto:specials@melintool.com))*

## Freight

### TERMS

- Scheduled shipments will be made using standard freight services and the costs added to Melin invoice
- As an alternative, customers can provide Melin with their own freight account information for appropriate charges
- Free standard freight will be provided for orders exceeding **\$750.00 NET** value
- Back orders will ship via Melin Standard Shipping Method *(unless specified on order)*
- On orders requesting multiple shipping dates, each shipment will be considered a separate order in applying freight terms and allowances
- Consignees outside the U.S. are responsible for all brokerage fees, duty, custom clearances, and corresponding fees

## Payments

### TERMS

- Open accounts will be established pending credit approval
- Payment terms are 1% 10, net 30 days, unless otherwise specified on an invoice
- Freight charges do not qualify for cash discounts
- Periodic payment and credit reviews are used to update credit limits and may impact resale discounts

# Distributor Resale Discounts

## TERMS

- Discounts are assigned for each major product groups in the Melin Portfolio. It's expected that a distributor actively promote all product groups and generates reasonable & warranted sales activity in each group in order to maintain their discount

Product Portfolio	
Group Descriptions	Discount code
Carb. General Purpose End Mills	P1A
Carb. High Performance End Mills	P1B
Ultra High Performance End Mills	P1B2
Carb. Special Use End Mills	P1C
Carb. Special Use End Mills - Micro	P1C2
Carb. General Purpose Drills	P1D
Carb. High Performance Drills	P1E
Carb. Thread Mills	P1F

Product Portfolio	
group descriptions	Discount code
HSS. General Purpose End Mills	P1G
HSS. High Performance End Mills	P1H
HSS. Special Use End Mills	P1I
HSS. Roughing End Mills	P1J
Countersinks	P1K
Carbide Burs	P1L
Carbide Blanks	STL

# Price Change

## TERMS

- All prices are subject to change
- Back orders will be invoiced at the price in effect at time of order

# Test Tool Policy

## TERMS

- Distributor places regular order with a note identifying the name of the end user to test the tool(s)  
Within 60 days, should the customer not be satisfied, a full credit including freight, will be issued upon our receipt of a RMA # and their completed test form or written notification referencing the purchase order and invoice #  
*(test tool reports will be shipped out with tools or can be found online at [www.melintool.com](http://www.melintool.com))*
- For **guaranteed** performance tests, special tool trials, or no charge tests - Distributor should contact their local Melin Sales Rep

# Return Policy

## TERMS

- Only current, standard products will be accepted for return and credit. Prior RMA (returned material authorization) is mandatory and provided by customer service.
- Tools that are over 2 years old will not be accepted for credit
- All returned tools are subject to inspection, acceptances and 10% restocking charges
- Distributor is responsible for transportation costs of returned tools
- Credit will be issued based on the distributors cost at the time the tools were purchased.
- Annual inventory adjustments are encouraged (1 per year), distributor can exchange slow moving inventory for products having a higher demand. To avoid restocking charge, submit an off setting order of **20%** greater net value than the value of returned tools at time of return.
- All returns over average usage amounts are subject to review prior to return

# Acceptance of General Terms

## TERMS

- All purchase orders submitted by our distributors are accepted by Melin Tool in accordance with the terms stated herein. These terms supersede all conflicting terms.