



# INFORMATION SHEET

## What We Are & How We Operate ...

### A MODEST BEGINNING

GMP (Gorham Model Products, Inc.) was started in 1979 as a subsidiary company of Gorham Associates, aircraft design consultants to industry and government.

John Gorham, a model airplane enthusiast all his life, discovered, like many others, the RC helicopter challenge in 1970. By 1978 he was convinced that a small, inexpensive, simple RC helicopter was needed if RC helicopter flying was to become widespread. The result of his design efforts was "Cricket", which was introduced to modelers in 1979.

Since 1979 GMP has manufactured more than 15,000 "Cricket" kits which have been sold and supported through the local hobby stores. This has resulted in a nationwide parts and technical service network.

### RAPID GROWTH - WIDEST RANGE

From the modest beginning in 1979 Gorham Model Products has now grown to be the largest United States manufacturer of RC helicopters and carries one of the most extensive ranges in the world. From the simple, inexpensive and very popular "Cricket" for the beginner and sports flier, through the fantastic 50/60 powered "Cobra", and "Competitor" series for advanced aerobatics and competition flying to the new "Stork SE" and the "Shuttle XX". In 1983 GMP earned a place on the "INC 500" awards as one of America's fastest growing private companies. We are still doing it.

### EXCLUSIVE REPRESENTATION

GMP is also the exclusive United States importer of the world renowned, superb Hirobo scale RC helicopters which include:

SST Bell "Jet Ranger"  
SST Augusta "109"  
Bell UH-1B "Iroquois" - Gas powered  
Bell "47G" - Gas powered

All of the GMP product lines are sold exclusively through legitimate hobby stores. The Hirobo scale range tends to be a direct sale item because of the very low sales volume, the high import costs and, consequently, a relatively high selling price. However, should one of your customers request one of these beautiful machines, we offer a special discount to you so that you can maintain the relationship with your customer.

### PLENTIFUL SUPPLY

Our supply of all helicopters and parts is plentiful so delivery is immediate. Our products are of a very high quality and we offer a comprehensive and very effective support program.

WE STOCK ALL PARTS FOR OUR HELICOPTERS.

### HIGH DEALER PROFITABILITY

Our dealer discount structure is the best of all RC helicopters made available to you. Most important, your profitability is high because of our unique "hobby store oriented" sales policy. We set this policy when GMP was formed in 1979 and we have not waived since.

### ORDERING

GMP operates from the west coast only in the USA. Our manufacturing plant is located at:

Gorham Model Products, Inc.  
23961 Craftsman Road  
Calabasas, CA 91302

For ordering only you may use the "800" lines which are available to the whole United States with the exception of California, Hawaii and Alaska. The numbers you should use are:

1-800-HELI GMP  
1-800-435-4467

Note: 800-HELI-GMP should convert to 800-435-4467. Please check that this is correct on your telephone equipment.

For general inquiries and technical help please use our general office number:

1-818-992-0195

### TECHNICAL HELP

You should be aware that there are several technicians available at GMP to answer your questions or help answer your customer's inquiries.

### CONSISTENT POLICY

GMP continues to grow in 1988 as it did in 1987, at a phenomenal rate. This growth reflects once again, the wisdom of our original decision to operate only through local hobby stores. This policy will continue.

# How We Operate ... (cont)

## DESIGN

Many of GMP's RC helicopters are designed and manufactured in the USA. "Cricket", "Hughes 300C", "Competitor" and "Cobra" are either totally or partially designed by us.

Joint design efforts with the leading Japanese RC helicopter manufacturer - Hirobo - are proving to be very successful. "Cobra" is a good example with 50% of the design and manufacturing done in each country. Now Hirobo produces two amazing ready-built helicopters complete with all the "bells & whistles" - "Shuttle" and "Shuttle XX". Hirobo's new "Stork" - an advanced aerobatic machine with belt drive tail, has been "Americanized" by us into the spectacular "Stork Special Edition (SE)". We are proud to handle these new technological & marketing breakthroughs for them.

GMP's design facilities are in-house and staffed by professionals. Additional efforts, as needed, are provided by top ranking industry consultants. Apart from continuing efforts to provide the modeler with the finest RC helicopters possible, GMP's talents are now being utilized by the U.S. military to design and build large size target and drone helicopters.

## RESEARCH & DEVELOPMENT

No high technology company such as GMP can survive and grow without continuous research and development. GMP has built and maintains special facilities to enable constant efforts to be expended in improving the design features of current machines and in preparing the prototypes of future production and sales to you, our customer.

Problems which arise with our products are evaluated and solved in our R & D facilities. Product improvements are passed on to the design and production departments for the earliest incorporation in our kits.

The GMP R & D group also provides testing, building and rigorous flight evaluation of all our products before they are released for production. As a result, GMP kits enjoy a reputation of having the finest building instructions and best flight performance in the industry.

Recently, the U.S. Army ordered from us the initial batch of our own design of 1/5 scale Hind 'D' helicopter. This 10 foot rotor span helicopter weighs in at about 150 pounds and is powered by a 350cc gas engine. GMP is teamed with Boeing for the production of these giant RC helicopters.

## MANUFACTURING

GMP possesses its own complete in-house machine shop facilities and manufactures all prototype helicopters for evaluation by its own design and R & D groups and other selected fliers.

Sub-assembly of nearly all mechanical units used in production of GMP helicopters is performed in-house. Rotor blades are cut and drilled from stock milled to our specification. All vacuum formed plastic parts are produced in the GMP facilities.

These machined and sheet metal parts, needed in large quantities, are designed and drawn in-house and then sent out to one of more than 50 sub-contractors who regularly manufacture/supply GMP parts. A double inspection technique is standard on the sub-assemblies and packing of GMP parts and kits.

## SERVICE

The seal of success on any kit manufacturer such as GMP is the quality and extent of its after-sales support. A plentiful and uninterrupted supply of parts calls for a very large and expensive inventory. GMP holds - in plant - a parts stock of over \$1 million for all its helicopters.

A technical service for you or your customers is provided by GMP with technicians/fliers who can quickly answer questions and help with problems.

Parts are now also widely available in more than 1,000 hobby stores nationwide. The number of these GMP stocking hobby stores is growing daily. GMP has, and will maintain, the finest service in the industry - through the local hobby dealer.



# INFORMATION SHEET

## Product Line 1988-89

**Gorham Model Products, Inc.**, specializes exclusively in remote controlled helicopters and helicopter related parts and accessories. We can, therefore, offer you a better service because our efforts are not diversified into other fields.

### GMP HELICOPTER RANGE

We have concentrated our design and production efforts into providing a range of helicopter kits which will meet any and all of your customers' requirements. Many spare parts are common to all machines which means a lower cost inventory for you and easier ordering. The GMP helicopter range for 1988 is as follows:

CRICKET - '25' SIZE TRAINER/SPORTS  
HELICOPTER  
- \$200 Price Range

Designed and manufactured in the USA, Cricket is undoubtedly the world's most popular and best loved small RC helicopter - low cost, reliable and a fine performer. It is very simple to build and easy to maintain with low cost 'hobby store available' spare parts.

Cricket won one of the AMA national championships against many much more sophisticated and expensive machines. More than 16,000 Crickets have been sold (into nearly every country in the world). Sales volume is consistently high. We believe that the Cricket design will be an attractive item to the hobby store customer for many years to come.

### Specifications:

Rotor Span - 34 inches  
Weight - 4 pounds  
Length - 36 inches  
Height - 11 inches  
Radio required - simple 4-channel radio  
Engine - 0.25 through 0.32

### Features:

Low Cost  
Quiet and fuel efficient  
Spinner Start - just like a plane  
No special muffler required

Factory assembled rotor head  
No plywood to cut out  
Easy to build and fly  
Complete kit - even includes fuel tank and tubing  
Step-by-step assembly, set-up and flying instructions (finest in the industry)  
Very suitable for the beginner  
Hobby store sales and support nationwide

HUGHES 300C  
- \$250 Price Range

The Hughes 300C is a unique small scale RC helicopter which uses the reliable Cricket transmission and controls in an entirely different scale arrangement. The Hughes 300C is available as a complete kit or as a conversion kit for Cricket.

Note: The Hughes 300C is not generally recommended for the beginner. It is suggested that the beginner should start with Cricket.

### Specifications:

Weight - 4 pounds  
Rotor Span - 34 inches  
Length - 32 inches  
Height - 12 inches  
Radio - simple 4-channel  
Engine - 0.28 through 0.32

### Features:

Scale construction and appearance  
Low Cost  
Quiet and fuel efficient  
Spinner start - just like a plane  
No special muffler required  
Factory assembled rotor head  
No plywood to cut out  
Complete kit - even includes fuel tank and tubing  
Step-by-step assembly, set-up and flying instructions (finest in the industry)  
Hobby store sales and support nationwide

### THE GH (GORHAM/HIROBO) HELICOPTER RANGE

This range of RC helicopters is a result of joint design and manufacturing efforts by the world's two top design teams, Hirobo and GMP. The final

## Product Line (cont.)

products exemplify team development and state-of-the-art production. Quality, performance and after-sales support is the hallmark of both companies. The GH range of RC helicopters not only represents excellent design and performance but also unsurpassed technical and spare parts after-sales support. The GH range presently includes three fine championship class models, Cobra, King Cobra and Competitor.

### COBRA - 40/50 POWERED COLLECTIVE PITCH, FULLY AEROBATIC HELICOPTER - \$400 Price Range

"Cobra" was introduced in 1984. It is now indisputably the best selling mid-size RC helicopter ever put on the US market and it is available only through the retail hobby store.

Cobra is a 0.40/0.50 powered fully aerobatic RC helicopter especially designed to be suitable for the beginner, intermediate and expert flyer. Hovering and forward flight is unsurpassed while aerobatic performance is nothing short of breathtaking. Cobra can perform all the AMA and FAI aerobatic maneuvers. A Cobra took first place in the U.S. team trials for the 1987 World Championships and 2nd place in the 1987 AMA National championships. Cobra also won the 1987 British Championships.

#### Specifications:

Weight - 7 - 8 pounds  
Rotor Span - 48 inches  
Length - 50 inches  
Height - 14 inches  
Radio - can be flown with a simple 4-channel radio; 5-channels are needed for full aerobatic performance

#### Features:

Top cone start  
Full collective pitch  
Bell/Hiller aerobatic mixing  
31 precision ball bearings  
Factory assembled main rotor head  
Heavy duty 10mm rotor shaft  
Triple main rotor bearings - fully adjustable tail blade holders with dual ball and thrust bearings

Fast access glow plug and engine installation  
Advanced design semi-symmetrical main rotor blades  
Space age look, low drag canopy  
Autorotation  
4 or 5 servo installation  
Step-by-step assembly, set-up and flying instructions (finest in the industry)

### KING COBRA - 40/50 POWERED COLLECTIVE PITCH, FULLY AEROBATIC HELICOPTER - \$500 Price Range

King Cobra was introduced in 1986. It is a derivative and upgraded version of the very popular Cobra. King Cobra includes the "pro" head and autorotation as standard, together with many other features, which the discriminating helicopter flier demands.

#### Specifications:

Weight - 8 - 9 pounds  
Rotor Span - 54 inches  
Length - 56 inches  
Height - 14 inches  
Radio - can be flown with a simple 4-channel radio; 5-channels are needed for full aerobatic performance

#### Features:

Autorotation  
Pro Head  
Top cone start  
Full collective pitch  
Bell/Hiller aerobatic mixing  
31 precision ball bearings  
Factory assembled main rotor head  
Heavy duty 10mm rotor shaft  
Triple main rotor bearings - fully adjustable tail blade holders with dual ball and thrust bearings  
Fast access glow plug and engine installation

Advanced design semi-symmetrical main rotor blades  
Space age look, low drag canopy  
Autorotation  
4 or 5 servo installation  
Step-by-step assembly, set-up and flying instructions (finest in the industry)

## Product Line (cont.)

### COMPETITOR - COMPETITION CLASS - \$500 Price Range

The Competitor 'PRO' is a 0.60 powered fully aerobatic RC helicopter specifically designed for contest performance. Competitor will perform all known and foreseen AMA and FAI aerobatic maneuvers and can be relied upon, in the right hands, to win. Competitor is the result of many years of design and development by Hirobo and GMP.

Competitor was introduced in 1982. It placed second in the National contests, expert class, for RC helicopters in that year. In 1983 Competitor was already the "choice of champions" and won the 1983 Expert class AMA championships. (More than 22 Competitors entered - they collected 14 of the top 18 awards.) Since that time Competitor has dominated in all National competitions. It is the choice of 8 out of 10 of the nations top fliers. It wins the majority of the first six places in national competition and, in nearly every case, takes first place (unless beaten by a GMP Cobra!) Competitor was used by Curtis Youngblood to win the 1987 World Championships and the 1987 AMA Championships.

#### Specifications:

Weight - 8/9 pounds  
Rotor span - 54 inches  
Length - 56 inches  
Height - 15 inches  
Radio - can be flown with simple 4-channel radio; 5-channel is needed for full aerobatic performance

#### Features:

Top cone start  
Full collective pitch  
Bell/Hiller aerobatic mixing  
31 precision ball bearings  
Factory assembled main rotor head  
Heavy duty 10mm rotor shaft  
Triple main rotor bearings - fully adjustable  
Tail blade holders with dual ball and thrust bearings  
Easy access glow plug and engine installation  
Advanced design semi-symmetrical main rotor blades

Classic, low drag canopy  
Autorotation capability  
4 or 5 servo installation  
Step-by-step assembly, set-up and flying instructions (finest in the industry)

### SHUTTLE - 28/32 POWERED TRAINER/SPORTS -\$300 Price Range

Hirobo produced this fully built and painted helicopter. The Shuttle comes in its own styrofoam carrying case. Like our other helicopters, we sell only to legitimate walk-in hobby stores. Shuttle is truly a technical & marketing breakthrough in RC helicopters. It has full collective pitch, Bell-Hiller mix autorotation as standard. While in the hands of an expert, Shuttle will do everything it's much more expensive brothers will do - it is also very suitable for the beginner.

### SHUTTLE XX - EXPERT CLASS -\$350-\$400 Price Range

A special version of the Shuttle for the discriminating expert flier (18 extra ball bearings).

### SCALE RC HELICOPTER RANGE - \$900-\$2000 Price Range

The GMP scale RC helicopter range is acknowledged as one of the finest in the world. The range is based upon and includes all of the Hirobo scale RC helicopters. The Hirobo scale helicopter 'fleet' has seven different models, each of which is uniquely designed to fly like its full size counterpart. These models range from SST Jet Ranger to the giant Bell UH-1B "Iroquois", which is powered by a 25cc gas engine.

In addition to the Hirobo scale helicopter line for 1988, GMP will be offering a range of top grade fiberglass fuselages for its Cobra and Competitor mechanics. The first one - the Jet Ranger fuselage for Cobra, has already won 2nd place in the AMA Nationals and 1st place in the U.S. F.A.I. team trials.

The well-known Hirobo SST mechanics for custom scale installations are also available from GMP.

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## Product Line (cont.)

### ACCESSORIES

The accessory market for the RC model helicopter is naturally growing as the number of helicopters being flown increases. Accessories range from decal sheets, heat-shrink blade covering to gyros, mufflers and precision mechanical sub-assemblies to dress up and up-grade the customer's helicopters. As with any innovative new product line, the accessory market for RC helicopters is growing and is becoming a very profitable part of RC helicopter sales. The full range of accessories is described in the attached price lists.

### COURTESY ITEMS

We realize that many dealers do not always have in stock the engines or accessories they may need to complete a sale, so on a limited basis, GMP is prepared to provide these items when they are in stock as a special courtesy to the hobby retailer.

### NEW ITEMS

GMP's development program is constantly exploring ideas which will lead to new products related to the RC helicopter field. As these efforts mature into new products our dealers will be informed well ahead so as to be ready for the modelers enquiries and orders.

The main purpose of our continuous R & D is to ensure that GMP and you will have a range of RC helicopters and accessories which is competitive, up to date and complete.



# INFORMATION SHEET

## Sales Policy 1988-89

### CONSISTENT SALES POLICY

Our sales policy remains unchanged for 1988 - our major platform for selling our products is the walk-in retail hobby store. We will sell direct to the customer only after making every effort to persuade him to go to his local hobby store.

If a direct sale is indicated, we will sell only at full retail price. We offer no special incentives to the individual inquirer such as "package deals". Any telephone inquiry to our plant regarding where our products can be obtained will be answered by a referral to the closest GMP hobby dealer, from our computer read-outs.

### DEALER DEFINITION

We define "dealer" as a business with a store front and walk-in trade and we require verification of this in the form of references by other hobby products related companies, a listing with the telephone company as a commercial business, etc. This information is usually supplied to us by completing our "credit application" contained in our dealer package, or by supplying us with the information over the telephone. We do our credit checks quickly and are usually able to notify you when your credit is approved within a few days.

### TSR - TECHNICAL SERVICE REPRESENTATIVE

The only other sales outlet for GMP products is through a technical service representative. A TSR is normally an individual who is a good flyer and is located in a remote area well outside the range of a GMP stocking retail hobby store. The only other arrangement permitted for a technical service representative is when an individual can negotiate an arrangement with the local GMP stocking hobby store to help in the support and training of his customers.

Only in the first case, however, will we provide the representative with parts and a limited number of kits to support RC helicopter growth in his area. These items will be supplied to him at normal hobby store discount prices and the sole purpose of such an arrangement is to ensure the widest support for our products where potential customers are well outside the GMP stocking hobby store area of operation.

### NO HIDDEN DEALS

It should be emphasized that the sales policy of GMP is completely reflected in the foregoing. We have no "hidden deals" with discount mail order stores or individuals. You can confirm this by the fact that, although the most popular, our products are the only RC helicopters which are not available through the major mail order stores such as Tower Hobbies, etc. We also insist on and preserve the principle of 'one price for all'.

### HIGHEST DISCOUNT

This year, you will notice, we have a discount policy which is described in section 5 - "Ordering". This discount structure is available to all legitimate retail hobby stores. There is no other discount structure available except for overseas customers when a special rate may be negotiated to suit the market condition of that particular country.

### SALES METHODS

GMP advertises, usually full page, in all major modeling magazines to promote our products in a "see your local dealer" oriented manner. This advertising is also the source of attracting potential customers to send for literature/catalog from GMP. We also have an art department that will provide art work, at no cost, for dealers who wish to advertise our products in fliers or magazines.

# Sales Policy (cont.)

## CATALOGS

GMP regularly produces a full catalog plus a range of literature in time for each year's major trade shows. The current catalog is available, on a limited basis and while supply lasts, to our stocking dealers for use in encouraging trade with his customers.

The whole purpose of our catalog program is to direct our customers to their local dealer. It seems to be working since our business, through you, is growing at the rate of 3 to 4 new dealers every week. We now have over 1000 dealers on our dealer lists.

## TRADE SHOWS

GMP supports and maintains a large booth at 5 major trade shows:

IMS - Pasadena, CA, January  
NW Modelers Expo - Puyallup, WA, February  
WRAMS - White Plains, NY, February  
Weak Signal Expo - Toledo, OH, April  
RTCHA Show - Chicago, IL, October

The purpose of our booths at these shows is to display our products to the modeler and to meet and answer their enquiries. At several of these shows we also conduct flight demonstrations. We do not sell at any of the shows and we direct any enquires to the appropriate dealer. We will be glad to promote all local dealers at any of the shows by displaying their logo, cards, etc.

Another valuable advantage of trade shows is that we can meet local dealers to discuss mutual problems and ideas for future sales. We also offer the facility of displaying local dealers' cards and any advertising he may wish in our booth. Don't forget to visit us when a trade show is in your area.



# Ordering 1988-89

## ORDERING AND DISCOUNT

You may order from our plant:

Gorham Model Products, Inc. Calabasas, CA  
800-HELI GMP  
(or 800-435-4467)  
818-992-0195

Important Note: Please use the 800 line for ordering only. Please do not pass this number on to your customer. If we handled technical inquiries on these lines it would seriously reduce your advantage in having a zero cost ordering facility.

After business hours (which are 8:30 am to 4:30 pm), we have answering machines operative on both lines and you may place your order after hours, in the evening or weekends, if this is more convenient for you. The machine messages are read at the beginning of each working day and the order is normally shipped that day.

To insure receipt of the correct goods please be sure to order by the GMP stock number and leave your full name, address and phone number.

## NEW ACCOUNTS

Please complete the enclosed credit application and either return it through the mail (include a photograph of your store front) or telephone the information in to us. If you wish to order immediately, please enclose the order with your application. As soon as your application has been processed satisfactorily, your order will be shipped (all orders are shipped "COD Cash" until credit is established). California dealers, please submit your resale information. If you have any questions don't hesitate to call.

## SHIPPING

We will ship to you, at your request, by United Parcel Service (UPS) - Standard or Air, Federal Express - Standard or Next Day Air, or, of course, US Mail (Express Mail excluded). In addition, we will ship via any service of your choice provided they are available in our area and will call at our plant. We are serviced by UPS, Federal Express and US Mail.

For overseas customers, please note that we operate through our own GMP broker and can send your shipments by sea or air.

Our TWX number is: 910 494-5933  
Our FAX number is: 818 702-0117

Our broker is:  
FXG International, Los Angeles, CA  
Their contact TWX number is: 378 1707  
(please note on TWX: Attn FXG)

## MINIMUM ORDERS

There is a handling charge of \$3.00 on every order processed below a invoice total value of \$50.00 (except for backorders).

## BACK ORDERS

Our policy on back orders is that we will automatically fill them as the goods become available. If the total retail cost of the back order items is under \$50.00 we will hold them until your next order is placed. If the total retail cost is over \$50.00 we will ship immediately. The above policy will be followed automatically unless we are instructed otherwise by you.

# Ordering (cont)

## RETURNS

We hope you will be satisfied with all merchandise purchased from GMP. However, should you need to return merchandise for any reason you must do so within 10 days of receipt. All returns MUST BE AUTHORIZED IN ADVANCE, EITHER BY PHONE OR MAIL. We reserve the right to refuse any unauthorized returns. Return authorizations are valid for 10 days only and are subject to a restocking charge of 15% of invoiced cost.

To receive full credit all merchandise returned must be in perfect, resaleable condition (no tag or stickers), including the kit boxes. Please do NOT write addresses directly on merchandise boxes being returned and always wrap and pack articles carefully to help insure a safe return. Items that must be repacked or refurbished in any way may incur additional charges.

Always include the number and date of the invoice on which the item(s) was shipped to you and the return authorization number or the name of the person who authorized the return.

## SPECIAL ORDERS

Any special orders (Hirobo scale kits, etc.) will be invoiced separately and may require partial or full pre-payment. These items will be shipped as soon as the goods are in-house. Sorry, but we cannot accept any return of a special order item. If it is defective, we will help you resolve the situation directly with the manufacturer.

## DAMAGED SHIPMENTS

Please inspect all shipments immediately upon receipt. If you notice the damaged goods before you accept delivery you may refuse the shipment and notify us. If you find the damage after accepting delivery, call UPS (or the carrier involved) for inspection and to file a damage claim. DO NOT RETURN THE DAMAGED GOODS DIRECTLY TO GMP. You will receive credit for all items when the claim is settled by the carrier. Do be sure to

save the original packing materials, boxes, etc., to help substantiate claims.

## DISCOUNT STRUCTURE

A graded discount structure has been initiated mainly because of our desire to further encourage dealers who are actively promoting RC helicopter sales in their area, and the need to compete with the other major RC helicopter lines which are all being sold through the large mail order discount houses.

We have given this matter very careful consideration and realize that one consequence of graded discounts is that some retail, walk-in hobby stores may decide to increase their market share by advertising lower prices. This is entirely their right and we cannot influence their decision in any way. However, we will not offer any "special deals" to hobby stores who decide to operate in this manner other than the graded discount which is available to all stores and which is published here.

We will also not knowingly sell to, or through, any specialized mail order houses who do not offer support and service to walk-in customers.

We grade our discounts according to the total dollar volume of the individual orders, just the same as many of the larger distributors do.

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<u>RETAIL ORDER</u>	<u>CASH DISCOUNT</u>	<u>NET DUE</u>
to \$1,500	5% paid in 12 days	30 days
\$1,500 & over	7% paid in 12 days	30 days

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## Ordering (cont.)

### PAYMENT TERMS

Our terms are "payment due in 30 days". An additional cash discount is related to the RETAIL dollar amount of each of your orders and payment MUST be made within twelve (12) days to take this discount. Payment days are counted from the date of our invoice to the post office postmark on your payment envelope. Any discounts taken past term will be charged back to your account and appear as a balance due. We cannot ship any orders to accounts showing a balance due past 30 days unless special arrangements are made in each case.

Please note that we cannot accept changes to the original invoice total unless authorized by GMP prior to payment. If the amount received does not match the invoice total there may be a delay in entering your payment which could result in a delinquent account.

If we find it necessary to use a collection agency for delinquent accounts, the account will be placed (at our discretion) on a "C.O.D. Cash" basis and a percentage of the collection fees will be added to any further orders until the full amount is refunded to us.

Our C.O.D. customers will automatically receive their "cash" discount on their invoice. The amount shown on the C.O.D. tag will have already allowed this discount.

Prepaid orders will also automatically receive the cash discount.

Bear in mind, if you are a distance from our plant, that while the goods take time to get to you, your check takes a similar (or even longer) time to get to us and be processed. So your payment terms are not really affected by the amount of time your goods are in transit.

### INVOICE FORM

Our invoice form gives you not only the retail price of each item but lists its cost to you, individually and for order quantity. At the bottom of the invoice we tell you your cash discount, both in percentage and dollars, which may be taken if the invoice is paid within 12 days.

