



# IMPERIAL

## IMPERIAL MERCHANDISING PROGRAM

### *CURRENT CUSTOMERS:*

All current Imperial customers will receive a credit on all POS material purchases up to 1% of your previous year's total dollar volume of purchases with Imperial.

*NOTE: If the total retail cost of requested materials is more than your 1% credit you can fill out an application to waive the balance.*

### *NEW CUSTOMERS:*

All new Imperial customers will fill out an application and submit to our Customer Service Director for review. The Customer Service Director will determine the up front cost for any POS materials based on the application (if any). When your second year begins with Imperial the 1% credit program will be implemented.

### *IN STORE DISPLAYS:*

We will credit 50% of any vanity tops to be used for display in showrooms. If you would like our display rack we will give you the rack free of charge when you purchase 4 tops to be displayed on it.

*\*Merchandising accounts start over each year; any money not used after December 31<sup>st</sup> will be lost.*

*\*\*All customers receive a complete Imperial Product Guide upon filling out a preferred vendor information form.*

### *POS SAMPLE PRICING:*

PRODUCT GUIDE .....	\$0
SAMPLE BOX.....	\$50
SAMPLE BOARD .....	\$100
SAMPLE CASE .....	\$150



Imperial Marble Corporation  
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# A New Era in Customer Service

## IMPERIAL IS *Courteous*

*With Imperial you don't have to sacrifice product quality for bottom line.*

Imperial's commitment to a product you can trust is top priority. Our finished surface is not only the most realistic cultured product you can find but also the most durable. Imperial has dedicated the time and expertise to creating bath surfaces that will stand up through shipping and job site handling. Our wall panels are thicker than other suppliers without adding cost. What does this mean to you? You get more for your money.

And in case there was any doubt left in your mind, we have perfected packaging. We know that breakage is a costly problem. Only Imperial packages your materials upright, enclosed and secure so you don't have to worry.



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