

GARLAND INDUSTRIES, INC.

2010 Suggested Retail Prices - Effective 2-1-2010 through 1-31-2011

We're not just a pen...



Since 1927
Quality Writing Instruments
& Accessories

Colour Collection--Matte	24-49	50-99	100-249	250-499	500-999	1000-2499
Matte Finish with Chrome Highlights						
55 Series Slim Twist Pen	10.15	9.60	8.90	8.35	7.85	7.45
190 Series Hefty Twist Pen	10.15	9.60	8.90	8.35	7.85	7.45
190R Series Rollerball	12.15	11.60	10.90	10.35	9.85	9.45
Matte Finish with Golden Highlights						
66 Series Slim Twist Pen	11.60	11.00	10.25	9.65	9.10	8.65
290 Series Hefty Twist Pen	11.60	11.00	10.25	9.65	9.10	8.65
290R Series Rollerball	13.60	13.00	12.25	11.65	11.10	10.65
Matte Finish with Smoked Ebony Highlights						
67 Series Slim Twist Pen	11.60	11.00	10.25	9.65	9.10	8.65
297 Series Hefty Twist Pen	11.60	11.00	10.25	9.65	9.10	8.65
297R Series Rollerball	13.60	13.00	12.25	11.65	11.10	10.65
Set-up charge of \$25.00(G) per item number on new and repeat orders.						6C
Matching Mechanical Twist Pencil Series with .7mm lead available. Add \$.30 to all pen prices shown above.						
For laser logo engraving, add one-time set-up charge of \$30.00(G) the first time each copy is run.						
For light-colored barrels dark tint engraving is an additional \$.20(G) per piece.						
For Rollerballs, we strongly recommend the #1902 greytone gift box available at \$1.25(G).						

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Colour Collection--High Gloss	24-49	50-99	100-249	250-499	500-999	1000-2499
High Gloss Finish with Chrome Highlights						
33 Series Slim Twist Pen	10.65	10.10	9.40	8.85	8.35	7.95
690 Series Hefty Twist Pen	10.65	10.10	9.40	8.85	8.35	7.95
690R Series Rollerball	12.65	12.10	11.40	10.85	10.35	9.95
High Gloss Finish with Golden Highlights						
44 Series Slim Twist Pen	12.10	11.50	10.75	10.15	9.60	9.15
790 Series Hefty Twist Pen	12.10	11.50	10.75	10.15	9.60	9.15
790R Series Rollerball	14.10	13.50	12.75	12.15	11.60	11.15
High Gloss Finish with Smoked Ebony Highlights						
47 Series Slim Twist Pen	12.10	11.50	10.75	10.15	9.60	9.15
797 Series Hefty Twist Pen	12.10	11.50	10.75	10.15	9.60	9.15
797R Series Rollerball	14.10	13.50	12.75	12.15	11.60	11.15
Set-up charge of \$25.00(G) per item number on new and repeat orders.						6C
Matching Mechanical Twist Pencil Series with .7mm lead available. Add \$.30 to all pen prices shown above.						
For laser logo engraving, add one-time set-up charge of \$30.00(G) the first time each copy is run.						
For light-colored barrels dark tint engraving is an additional \$.20(G) per piece.						
For Rollerballs, we strongly recommend the #1902 greytone gift box available at \$1.25(G).						

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Revere Collection	24-49	50-99	100-249	250-499	500-999	1000-2499
Stainless Steel Finish with Chrome Highlights						
40 Series Slim Twist Pen	10.20	9.70	9.05	8.50	7.95	7.55
490 Series Hefty Twist Pen	10.20	9.70	9.05	8.50	7.95	7.55
Stainless Steel Finish with Golden Highlights						
50 Series Slim Twist Pen	11.45	10.90	10.20	9.60	9.00	8.55
590 Series Hefty Twist Pen	11.45	10.90	10.20	9.60	9.00	8.55
Stainless Steel Finish with Smoked Ebony Highlights						
57 Series Slim Twist Pen	11.45	10.90	10.20	9.60	9.00	8.55
597 Series Hefty Twist Pen	11.45	10.90	10.20	9.60	9.00	8.55

Set-up charge of \$25.00(G) per item number on new and repeat orders. 6C

Matching Mechanical Twist Pencil Series with .7mm lead available. Add \$.30 to all pen prices shown above.

For laser logo engraving, add one-time set-up charge of \$30.00(G) the first time each copy is run.

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Monogram Collection	24-49	50-99	100-249	250-499	500-999	1000-2499
Gloss Barrel/Chrome Etched Cap & Highlights						
10 Series Slim Twist Pen	11.50	11.05	10.40	9.85	9.25	8.75
170 Series Hefty Twist Pen	11.50	11.05	10.40	9.85	9.25	8.75
170R Series Rollerball	13.50	13.05	12.40	11.85	11.25	10.75
Gloss Barrel/Golden Etched Cap & Highlights						
15 Series Slim Twist Pen	12.95	12.45	11.75	11.15	10.50	9.95
175 Series Hefty Twist Pen	12.95	12.45	11.75	11.15	10.50	9.95
175R Series Rollerball	14.95	14.45	13.75	13.15	12.50	11.95

Set-up charge of \$25.00(G) per item number on new and repeat orders. 6C

Matching Mechanical Twist Pencil Series with .7mm lead available. Add \$.30 to all pen prices shown above.

For laser logo engraving, add one-time set-up charge of \$30.00(G) the first time each copy is run.

For Rollerballs, we strongly recommend the #1902 greytone gift box available at \$1.25(G).

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Tuscany Collection	24-49	50-99	100-249	250-499	500-999	1000-2499
Marbleized Finish with Chrome Highlights						
90 Series Slim Twist Pen	12.25	11.75	11.10	10.50	9.90	9.40
990 Series Hefty Twist Pen	12.25	11.75	11.10	10.50	9.90	9.40
990R Series Rollerball	14.25	13.75	13.10	12.50	11.90	11.40
Marbleized Finish with Golden Highlights						
95 Series Slim Twist Pen	13.70	13.15	12.45	11.80	11.15	10.60
995 Series Hefty Twist Pen	13.70	13.15	12.45	11.80	11.15	10.60
995R Series Rollerball	15.70	15.15	14.45	13.80	13.15	12.60
Marbleized Finish with Smoked Ebony Highlights						
97 Series Slim Twist Pen	13.70	13.15	12.45	11.80	11.15	10.60
997 Series Hefty Twist Pen	13.70	13.15	12.45	11.80	11.15	10.60
997R Series Rollerball	15.70	15.15	14.45	13.80	13.15	12.60

Set-up charge of \$25.00(G) per item number on new and repeat orders. 6C

Matching Mechanical Twist Pencil Series with .7mm lead available. Add \$.30 to all pen prices shown above.

For laser logo engraving, add one-time set-up charge of \$30.00(G) the first time each copy is run.

For Rollerballs, we strongly recommend the #1902 greytone gift box available at \$1.25(G).

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Signature Collection	24-49	50-99	100-249	250-499	500-999	1000-2499
Polished Golden Finish with Chrome Highlights						
11 Series Slim Twist Pen	13.65	13.20	12.55	12.00	11.40	10.85
181 Series Hefty Twist Pen	13.65	13.20	12.55	12.00	11.40	10.85
181R Series Rollerball	15.65	15.20	14.55	14.00	13.40	12.85
Polished Golden Finish with Golden Highlights--not pictured in catalog						
18 Series Slim Twist Pen	14.90	14.40	13.70	13.10	12.45	11.85
188 Series Hefty Twist Pen	14.90	14.40	13.70	13.10	12.45	11.85
188R Series Rollerball	16.90	16.40	15.70	15.10	14.45	13.85
Polished Golden Finish with Ebony Crown						
22 Series Slim Twist Pen	13.15	12.70	12.05	11.50	10.90	10.35
282 Series Hefty Twist Pen	13.15	12.70	12.05	11.50	10.90	10.35
282R Series Rollerball	15.15	14.70	14.05	13.50	12.90	12.35
Polished Chrome Finish with Chrome Highlights--not pictured in catalog						
70 Series Slim Twist Pen	11.60	11.10	10.45	9.85	9.25	8.70
780 Series Hefty Twist Pen	11.60	11.10	10.45	9.85	9.25	8.70
780R Series Rollerball	13.60	13.10	12.45	11.85	11.25	10.70
Polished Chrome Finish with Golden Highlights						
75 Series Slim Twist Pen	12.85	12.30	11.60	10.95	10.30	9.70
785 Series Hefty Twist Pen	12.85	12.30	11.60	10.95	10.30	9.70
785R Series Rollerball	14.85	14.30	13.60	12.95	12.30	11.70
Polished Chrome Finish with Ebony Crown						
77 Series Slim Twist Pen	11.10	10.60	9.95	9.35	8.75	8.20
787 Series Hefty Twist Pen	11.10	10.60	9.95	9.35	8.75	8.20
787R Series Rollerball	13.10	12.60	11.95	11.35	10.75	10.20
Smoked Ebony Finish with Chrome Highlights						
80 Series Slim Twist Pen	13.00	12.50	11.85	11.25	10.60	10.05
880 Series Hefty Twist Pen	13.00	12.50	11.85	11.25	10.60	10.05
880R Series Rollerball	15.00	14.50	13.85	13.25	12.60	12.05
Smoked Ebony Finish with Golden Highlights						
85 Series Slim Twist Pen	14.25	13.70	13.00	12.35	11.65	11.05
885 Series Hefty Twist Pen	14.25	13.70	13.00	12.35	11.65	11.05
885R Series Rollerball	16.25	15.70	15.00	14.35	13.65	13.05
1/20 14K Gold-Filled with Ebony Crown--includes #1900 gift box--12 piece minimum order--Replaces #88 Series						
98 Series Slim Twist Pen	37.00	34.50	33.00	32.00	31.00	30.00
Set-up charge of \$25.00(G) per item number on new and repeat orders.						6C
Matching Mechanical Twist Pencil Series with .7mm lead available. Add \$.30 to all pen prices shown above.						
For laser logo engraving, add one-time set-up charge of \$30.00(G) the first time each copy is run.						
For Rollerballs, we strongly recommend the #1902 greytone gift box available at \$1.25(G).						

Founder's Collection	50-99	100-249	250-499	500-999	1000-2499	2500-4999
Resin Barrel/Chrome Cap & Highlights						
390 Series Hefty Twist Pen	7.69	6.84	6.19	5.74	5.36	5.19
Resin Barrel/Golden Cap & Highlights						
395 Series Hefty Twist Pen	9.69	8.69	7.84	7.24	6.74	6.54
Set-up charge of \$25.00(G) per item number on new and repeat orders.						6C

Matching Mechanical Twist Pencil Series with .7mm lead available. Add \$.30 to all pen prices shown above.

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Grip Group--Jazz Series	50-99	100-249	250-499	500-999	1000-2499
Black Notched Grip with Colored Cap					
J1300 Jazz Series Twist Pen -- colors	4.95	4.65	4.45	4.20	3.85
J1300 Jazz Series Twist Pen -- satin chrome	5.50	5.25	4.95	4.50	4.25
Engraving: Set-up charge of \$25.00(G) per item number on new and repeat orders.					

For laser logo engraving, add one-time set-up charge of \$30.00(G) the first time each copy is run.

When engraving on the satin chrome Jazz, we recommend oxidation at an additional charge of \$.20(G) per piece.

Imprinting: Satin chrome Jazz only. Set-up charge of \$25.00(G) on new and repeat orders. 100 piece minimum.

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Grip Group--Maxx Series	100-249	250-499	500-999	1000-2499	2500-4999
Hefty Rubber Grip with Pearl White Cap					
J1200 Maxx Series Twist Pen	3.95	3.75	3.50	3.25	2.95
Set-up charge of \$25.00(G) per item number for either imprinting or engraving.					

Imprinting Option: Set-up is \$25.00(G) on new and repeat orders. Change of ink color is \$20.00(G)

Engraving Option: Set-up is \$25.00(G) on new and repeat orders.

For laser logo engraving, add one-time set-up charge of \$30.00(G) the first time each copy is run.

Oxidation is an additional charge of \$.20(G) per piece.

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Gift Gallery	24-49	50-99	100-249	250-499	500-999	1000-2499
Multifunction Calculator						
J550 Series	7.95	7.60	7.30	7.05	6.85	6.70
Stainless Key Chain/Tool						
J600 Series	n/a	n/a	3.45	3.10	2.95	2.60
Square Key Tag						
J405 Series	n/a	4.45	4.15	3.80	3.55	3.35
Pull-Apart Key Tag						
J400 Series	n/a	4.95	4.60	4.30	4.05	3.85

Set-up charge of \$25.00(G) for each item number on new and repeat orders.

For laser logo engraving, add one-time set-up charge of \$30.00(G) the first time each copy is run.

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Gift Gallery	50-99	100-249	250-499	500-999	1000-2499
Teardrop Key Tag					
J410 Series	n/a	3.75	3.35	3.10	3.00
Pocket Mini Tool					
J500 Series	5.25	4.95	4.75	4.55	4.35

Set-up charge of \$25.00(G) for each item number on new and repeat orders.

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Gift Gallery	100-249	250-499	500-999	1000-2499
Round Lapel Pins--Small/Chrome--3/8" diameter				
J100C Series	2.30	2.00	1.80	1.60
Round Lapel Pins--Small/Golden--3/8" diameter				
J100G Series	2.40	2.10	1.90	1.70
Round Lapel Pins--Large/Stainless Steel--7/8" diameter				
J150SS Series	2.90	2.60	2.40	2.20
Round Lapel Pins--Large/Golden--7/8" diameter				
J150G Series	3.00	2.70	2.50	2.30
Rectangular Lapel Pins--Stainless Steel--1 1/8" x 3/4"				
J170SS Series	3.10	2.80	2.60	2.40
Rectangular Lapel Pins--Golden--1 1/8" x 3/4"				
J170G Series	3.30	3.00	2.80	2.60
Square Lapel Pins--Stainless Steel--1" square				
J175SS Series	3.10	2.80	2.60	2.40
Square Lapel Pins--Golden--1" square				
J175G Series	3.30	3.00	2.80	2.60
Stamp Edge Lapel Pins--Stainless Steel--1" x 1 1/2"				
J200SS Series	3.20	2.90	2.70	2.50
Stamp Edge Lapel Pins--Golden--1" x 1 1/2"				
J200G Series	3.40	3.10	2.90	2.70

Set-up charge of \$25.00 for each item number on new and repeat orders.

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PACKAGING

Packaging Pricing					
1400 Folding Box	No charge	1901 Greytone Designer Box	\$1.25	1301 Greytone Combination Designer Box	\$1.50
1600 Solid Grey Hinged Box	\$.60	1902 Greytone Designer Box	\$1.25	1302 Greytone Combination Designer Box	\$1.50
1700 Greytone Presentation Box	\$7.00	GT Glass Tube (Minimum 24)	\$.75	VP Vinyl Pouch	\$.50

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(G)

GIFT SETS

Packaging for Individual Rollerballs

When we package rollerballs, the refill is always included separately. Therefore, we recommend the #1902 greytone gift box for individual rollerballs at a cost of \$1.25(G) per box.

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STOCK GIFT PACKETS

Artwork for Imprinted Message

The cost for Garland to layout and typeset your imprint message is \$20.00(X) and includes a faxed paper proof.

Imprint Colors

Imprinting your message with non-stock PMS colors will cost \$50.00(X) per color.

Stock Gift Packet with Blank Inside Cover					\$1.25(G)
No minimum order requirement.					

	100-199	200-499	500-999	1000-2499	
Stock Gift Packet with Imprint on Inside Cover	\$1.25(G) plus the cost below based on quantity ordered and the number of imprint colors for your message. Minimum of 100 packets for imprinting.				
Black Ink (per packet, per imprint color)	\$.50	\$.40	\$.30	\$.20	
Colored Inks (per packet, per imprint color)	\$.75	\$.60	\$.40	\$.30	

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4(X)

CUSTOM GIFT PACKETS

Artwork for Imprinted Message

The cost for Garland to layout and typeset your imprint message is \$20.00(X) and includes a faxed paper proof.

Imprint Colors

Imprinting your message with non-stock PMS colors will cost \$50.00(X) per color.

Imprinted Gift Packets	100-199	200-499	500-999	1000-2499
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#2500 Gift Packet with Imprint on Outside/Inside Color \$1.25(G) per packet plus the cost below based on quantity ordered and the number of imprint colors for your message. Minimum of 100 packets for imprinting.

Black Ink (per packet, per imprint color, per side)	\$.50	\$.40	\$.30	\$.20
Colored Inks (per packet, per imprint color, per side)	\$.75	\$.60	\$.40	\$.30

Imprint charges above are per color, per side. For example: 100 packets with our standard dark green ink on the 4(X) outside and no inside imprint would cost \$.75 each for the imprint and \$1.25(G) each for the packet and sleeve. 500 packets with standard blue & red ink (2 colors) printed on the outside and blue (1 color) on the inside is 3 prints at \$.40 per color, per side plus the \$1.25(G) for the packet and sleeve. 500 packets printed in our standard ink purple on the outside with purple & black on the inside would also be 3 prints at \$.40 + \$.40 + \$.30 plus the \$1.25(G) for the packet and sleeve.

Custom Photo Gift Packets	100-499	500-999	1000-2499
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#9000 Custom Photo Gift Packet \$2.25 \$1.95 \$1.80

Price per packet including full-color photo mounted on front cover

Note: A sample for approval is required at \$25.00(X).

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GARLUX® ARTWORK REQUIREMENTS FOR DOME LOGO REPRODUCTION

Typesetting Text

We can typeset letters or numbers to be used as artwork for the photo logo tops for \$10.00(X).

Art Services

Retouching, reverses, or simple one color changes will be done for a fee of \$25.00(G) per logo. Complex or multiple color changes will be done at a fee of \$50.00(G) per logo.

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BARREL IMPRINTING--FOUNDER'S COLLECTION ONLY

One-Color Imprint

Change of copy or ink color available at \$10.00(X) per change.

Color Match for Imprinted Inks

Mixing charge of \$30.00(G) for new and repeat orders.

Two-Color Imprint

Additional set-up charge of \$35.00(G) for second-color imprint.

Running charge of \$0.10(G) per piece.

Change of copy or ink color is not available.

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IMPRINTING--MAXX, SATIN CHROME JAZZ and GALLERY ITEMS

A one-color, one-location imprint copy is included in the published prices for these items. Set-up charge of \$25.00(G) per item number on new and repeat orders.

One-Color Imprint

Change of ink color is \$20.00(G) per change.

Two-Color Imprint

Additional set-up charge of \$35.00(G) for second-color.

Running charge of \$0.10(G) per piece.

Change of ink color or copy not available.

Color Match for Imprinted Inks

Mixing charge of \$30.00(G) for new and repeat orders.

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LASER ENGRAVING--Standard Fonts

There are additional artwork requirements and a one-time \$30.00(G) set-up charge for laser logo engraving. On light colored barrels in our Colour Collection, such as pearl and golden, we encourage you to use dark tint engraving at \$0.20(G) per piece. Also, the caps of the Maxx and the satin chrome Jazz pens are much enhanced with optional oxidation at \$0.20(G) per piece.

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STANDARD FONT ENGRAVING ON WRITING INSTRUMENTS

Colour, Revere, Tuscany, Monogram, Jazz & Maxx - If one line of text is repetitive, and the other will vary within the order, a charge of \$1.00(G) will be incurred to process the second line of copy.

Signature Collection - All second lines of standard font engraving will incur an additional charge of \$1.00(G) per line, per piece.

Pricing for Standard Font Engraving on our Colour, Revere, Tuscany, Monogram and Signature Collections & on Jazz and Maxx Grip Pens.

One Line - Always Free - repeat copy, unlimited copy changes or individual names

Two Lines - 100% Repetitive copy: Free on the Colour, Revere, Tuscany, Monogram Collections, and on Jazz and Maxx.

\$1.00(G) per line, per piece for the second line - Signature Series only.

Two Lines - Any copy variations: \$1.00(G) per line, per piece for second line on all Collections.

Second line on opposite side of barrel: \$1.50(G) per line, per piece. Opposite side not available on Jazz and Maxx Series.

Third and Fourth Lines: \$1.50(G) per line, per piece. Not available on Jazz and Maxx Series.

Dark tint engraving for light-colored barrels in our Colour Collection is an additional \$0.20(G) per piece.

Oxidation on Maxx and satin chrome Jazz is also \$0.20(G) per piece.

Quantities Under Catalog Minimums--Photo Logo Collections Only

An additional charge of \$25.00(X) will be added for each item ordered (pens, pencils or rollerballs) that does not meet the stated catalog minimums per model number, per color and per photo logo. Charges for standard font engraving are: \$1.00(G) per line for each of the first two lines of text and \$1.50(G) per line for third and fourth lines.

Optional Engraving Upgrade on the Founder's Collection

Engraving charges will be \$1.00(G) per piece for either one line of personalization or two lines of repetitive copy.

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LASER LOGO ENGRAVING ON WRITING INSTRUMENTS

Options and Pricing For Laser Logo Engraving

A one-time set-up charge of \$30.00(G) will be charged the first time that you run a laser logo. Non-standard typestyles or fonts are considered a laser logo and are subject to the \$30.00(G) set-up charge the first time each copy is run.

Dark tint is recommended on the light-colored barrels in our Colour Collection at an additional charge of \$0.20(G) per piece.

Oxidation is available on the caps of our Maxx Series and satin chrome Jazz pens at an additional charge of \$0.20(G) per piece.

Engraving Copy Added to Laser Logo Copy

Should you wish to add an extra line of copy, personalized or repetitive, in one of our nine standard engraving fonts, please add \$1.50(G) per line, per piece.

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LASER ENGRAVING on the GIFT GALLERY

Set-up charge of \$25.00(G) per item number on new and repeat orders.

If one line of text is repetitive, and the other will vary within the order, a charge of \$1.00(G) per line, per piece will be incurred to process the second line of copy.

Laser Logo Engraving

A one-time set-up charge of \$30.00(G) will be charged the first time each copy is run.

FULL-COLOR LOGO DOMING on the GIFT GALLERY

Set-up charge of \$25.00(G) per item number on new and repeat orders.

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REFILL, LEAD and ERASER REPLACEMENTS

Refill, Lead and Eraser Replacements	12-49	50-99	100-249	250-499+
#1 Universal® Twist Refill Specify Blue or Black ink	1.50	1.30	1.15	1.05
0.7mm x 40mm leads (tube)	1.75	1.55	1.40	1.30
#326 Erasers, large (tube) for hefty pencils	1.75	1.55	1.40	1.30
#270 Erasers, small (tube) for slim pencils	1.75	1.55	1.40	1.30
#99 Rollerball Refill (fine black or blue ink only)	2.25	2.00	1.80	1.70
MINIMUM ORDER \$10.00				4(G)

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POLICIES AND GENERAL INFORMATION

Speculative Samples and Samples for Approval

Made in the USA Writing Instrument Collections: A custom sample will be made for \$12.00(X) plus the first quantity price of the item ordered. This includes one or two lines of engraving in one of our nine standard fonts. The cost to add a one-color imprint in a standard ink color to the barrel of our Founder's Collection is \$10.00(X).

Grip Group and Gallery Items: A custom sample of any item engraved with one or two lines of text in one of our nine standard fonts can be made for \$12.00(X) plus the first quantity price of the item. Any item in these series to be imprinted or domed with a full-color photo logo will incur a sample charge of \$20.00(X) plus the first quantity price of the item.

Paper Proofs

Available at \$10.00(X) for barrel imprint copy on Founder's Collection pens.

New Orders - Free Sample for Approval

The rebate credit will include charges billed for: the price of one unit, one line of standard engraving text on metal items, the \$10.00(X) cost of a one-color imprint on our resin barrel writing instruments and the \$12.00(X) or \$20.00(X) spec sample set-up charge.

Less Than Minimum

A charge of \$25.00(X) per item will be added to less-than-minimum orders. Charges for standard font engraving are: \$1.00(G) per line for the first two lines and \$1.50(G) per line for third and fourth lines.

Quantities Under Catalog Minimum--Photo Logo Collections Only

An additional charge of \$25.00(X) will be added for each item ordered (pens, pencils or rollerballs) that does not meet the stated catalog minimums per model number, per color and per photo logo. Charges for standard font engraving are: \$1.00(G) per line for the first two lines of text and \$1.50(G) per line for third and fourth lines.

Drop Ship

Drop Shipments to multiple destinations will be charged \$5.00(X) plus freight for each location after the first, provided that catalog minimum quantities are met per location.

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All pricing is in net U.S. Dollars
FCA Coventry, RI USA

ASI 55870
Advertising Specialty Institute
UPIC GARLAND



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