

PFINGST & COMPANY, INC.



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7/29/2016

To whom it may concern,

At Pfingst & Co. Inc. we value our relationships with our distributors and being so our objective is to offer a complete inventory to all of our distributors.

Our policies for Cash in Advance accounts have changed. **Effective 7/29/2016: all accounts with Pfingst & Co. Inc. that are under terms of CIA (Cash in Advance), will be subject to a restocking fee if such accounts cancel their orders past 24 hours after the order is received. The restocking fee will be 5% percent the value of the order excluding prior agreements. Once an order is invoiced (i.e. date of order placement), such accounts have 10 business days to send payment prior to shipment. If payment is not received by 10 business days the above restocking fee will be applied to the account and the order is then considered a cancellation. This disclosure is slightly flexible regarding payment due-date because of unforeseen errors (1-2 business day flexibility) if an explanation is provided prior to the 10 business day deadline.**

Cancellations of larger orders effect the Busch Jewelry product line negatively by possibly causing, but not limited to, unneeded back orders for other Pfingst distributors and a false reflection on the Busch Jewelry product demand in the United States market relative to the date of ordering/cancellation.

Thank you for your business and cooperation. We look forward to continuing this in the future.

Kind Regards,

Bryan R. Pfingst

Sales Director