

## new account qualification questionnaire

Account name: \_\_\_\_\_

Your primary business is:  Residential  Contract

Are you exclusively a showroom shopper?  Yes  No

Do you have any "sampling" at your office/home?  Yes  No

If the above answer is "Yes," what is your preferred method of sampling?

Books  Memos  Other (Please specify) \_\_\_\_\_

What is your preferred method to shop product such as furniture, carpeting and drapery hardware?

Catalogues  Showrooms  Online  Other (Please specify) \_\_\_\_\_

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Do any suppliers call on you at your office/home in the following categories?

Fabric  Yes  No

Furniture  Yes  No

Carpet  Yes  No

Drapery Hardware  Yes  No

Lighting  Yes  No

If so, must they have an appointment?  Yes  No

Who is currently your primary supplier for the following categories:

Fabric: \_\_\_\_\_

Furniture: \_\_\_\_\_

Carpet: \_\_\_\_\_

Drapery Hardware: \_\_\_\_\_

Lighting: \_\_\_\_\_

## new customer questionnaire

Date: \_\_\_\_\_

Name of business: \_\_\_\_\_

Name of contact person: \_\_\_\_\_

Do you use fabric sample books and /or keep a memo sample library? \_\_\_\_\_

If so, which companies? \_\_\_\_\_

What percent of your business is residential? \_\_\_\_\_

What percent of your business is contract? \_\_\_\_\_

Would you like a sales rep to call on you? \_\_\_\_\_

Which showroom will you be using most often? \_\_\_\_\_

### Please select the code that best describes your type of business:

- |   |   |   |
|---|---|---|
| A12 Architect-Model Home                    | I12 Interior Designer-Model Home          | R14 Retailer-Piece Goods                  |
| A15 Architect-Residential                   | I13 Interior Designer-Movie/TV Production | R27 Retailer-Flooring/Carpet              |
| A20 Architect-Hospitality                   | I16 Interior Designer-Restaurant          | R28 Retailer-Wallpaper                    |
| A8 Architect-Corporate                      | I17 Interior Designer-RV/Boat             | R33 Retailer-Chain                        |
| B12 Builder-Model Home                      | I18 Interior Designer-Shop At Home        | R7 Retailer-Draperies                     |
| B15 Builder-Residential                     | I20 Interior Designer-In Home             | R8 Retailer-Furniture                     |
| B16 Builder-Restaurant                      | I21 Interior Designer-In Office/Showroom  | T2 Trade Showroom-Agent                   |
| B4 Builder-Corporate                        | I22 Interior Designer-Hospitality         | T4 Trade Showroom-Corporate               |
| C11 Contract Specifier-Hospitality          | I23 Interior Designer-Student             | T5 Trade Showroom-Design Center           |
| C13 Contract Specifier-Education            | I6 Interior Designer-Display/Trade Show   | T8 Trade Showroom-Furniture               |
| C24 Contract Specifier-Hospitality - Cruise | J22 Jobber-COM Manufacturer               | W19 Workroom-Upholstery                   |
| C9 Contract Specifier-Healthcare            | J4 Jobber-Corporate                       | W20 Workroom-Contract                     |
| C99 Contract Specifier-Misc.                | M1 Manufacturer-Apparel                   | W7 Workroom-Draperies                     |
| D15 Department Store-Residential            | M3 Manufacturer-Domestics                 | X8 Showhouse                              |
| D2 Department Store-Display                 | M8 Manufacturer-Furniture                 | X99 Miscellaneous - Please describe below |
| E1 Export-Carpet                            | O4 Office Dealer-Corporate                | _____                                     |
| E11 Export-Hospitality                      | Q11 Purchasing Agent-Hospitality          | _____                                     |
| E14 Export-Piece Goods                      | Q12 Purchasing Agent-Hotel Property       | _____                                     |
| E15 Export-Residential                      | Q17 Purchasing Agent-RV/Boat              | _____                                     |
| E19 Export-Upholstery                       | Q24 Purchasing Agent-Hospitality - Cruise | _____                                     |
| E2 Export-Lighting                          | Q26 Purchasing Agent-Manufacturing        | _____                                     |
| E3 Export-Distributor                       | Q9 Purchasing Agent-Healthcare            | _____                                     |
| E6 Export-Display/Trade Show                | Q99 Purchasing Agent-Misc.                | _____                                     |

Signature \_\_\_\_\_

Fax to Sales Support: 516.845.1082 or [salesupport@kravet.com](mailto:salesupport@kravet.com) and a Kravet Inc. representative will contact you.

## credit application

### KEY BUSINESS INFORMATION \*required field

Trade Name\* \_\_\_\_\_

Legal Name\* \_\_\_\_\_

Address\* \_\_\_\_\_

City\* \_\_\_\_\_ County\* \_\_\_\_\_

State\* \_\_\_\_\_ Zip\* \_\_\_\_\_ Telephone #\* \_\_\_\_\_

Fax\* \_\_\_\_\_ Cell # \_\_\_\_\_

Owner Email\* \_\_\_\_\_

Designer Email \_\_\_\_\_

Bookkeeper Email \_\_\_\_\_

 e-invoice Yes  No  *Unless otherwise specified, e-invoice will be directed to bookkeeper's email address.*

Please provide name, home address and telephone number of owner or an authorized officer, if incorporated.

Name \_\_\_\_\_ Telephone \_\_\_\_\_

Home Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Proprietorship Social Security # \_\_\_\_\_ - \_\_\_\_\_ - \_\_\_\_\_  Partnership  Corp. Fed ID# \_\_\_\_\_

Date Established \_\_\_\_\_ +Resale Tax # \_\_\_\_\_ Exp. Date \_\_\_\_\_

+Please attach copy of signed resale certificate. D&B # \_\_\_\_\_ - \_\_\_\_\_ - \_\_\_\_\_

### Terms Of Sale

Account Terms Desired\*  N-30  Proforma *Interim terms are Proforma until review is completed.*

Credit line requested \$ \_\_\_\_\_ PO required Yes  No

*Furniture and Carpet orders require a 50% deposit. Balance due prior to shipping. Written PO required for all orders.*

### \*Fields located below are required if requesting terms

#### Active Trade References\*

Name \_\_\_\_\_ Account # \_\_\_\_\_ Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Name \_\_\_\_\_ Account # \_\_\_\_\_ Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Name \_\_\_\_\_ Account # \_\_\_\_\_ Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

#### Bank Reference\*

Name \_\_\_\_\_ Account # \_\_\_\_\_ Address \_\_\_\_\_ City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone # \_\_\_\_\_ Officer \_\_\_\_\_

*Please note, our charge for returned checks is \$35.00 per check.*

### Credit Information Release Authorization

I/We agree that Kravet Inc. may contact any of the references provided, as well as business and consumer reporting agencies, for the purpose of establishing or updating credit terms. I/We further certify that the information given herein is true and correct. By signing my name below, this serves as authorization for Kravet Inc. and its subsidiaries to verify the listed credit references, and for the bank and trade references listed above to release financial and credit information to Kravet Inc. and its subsidiaries concerning my request for credit consideration and to all terms and conditions listed [here](#).

Agree to Terms and Conditions

### Credit Agreement

Should the account become delinquent, I/we will be responsible for all costs related to collection efforts, including agency fees, attorney fees and court costs.

Authorized Signature \_\_\_\_\_ Title \_\_\_\_\_ Date \_\_\_\_\_

## TERMS AND CONDITIONS

### TERMS

Payment terms are NET THIRTY DAYS from date of invoice. Shipments are F.O.B. Bethpage, N.Y., F.O.B. Anderson, S.C., or F.O.B. Poole, England.

### PRICES

Pricing for trade accounts only can be found online at edesigntrade.com. Prices are subject to change without notice. All shipping and special processing charges are additional.

### ORDERING

When placing an order be sure ALL information is provided, including pattern name or number, color, all shipping instructions and sidemarks.

If an exact color match is required, please request a cutting of present stock for approval (CFA) or send a cutting to be matched.

Color variations often cannot be avoided from one dye lot to another.

Time can be saved if you specify the end use for which the fabric is intended; and if it is for draperies, please specify the lengths needed.

Please make a note for Multiple Width Draperies-Fabric, unlike paper, is not a completely stable substance; therefore it cannot be guaranteed when it is printed, the pattern will invariably be completely "square" upon the cloth.

Although every effort is made when printing to avoid distortion, occasionally it will exist. Therefore, when planning multiple-width draperies, please make certain, BEFORE CUTTING, that pattern alignment is adequate to produce a satisfactory end result.

### NOTE: MINIMUM ORDER (2) TWO YARDS

Please specify shipping instructions if a particular carrier is preferred. If no instructions are provided, shipments will be routed by the carrier we deem most expedient.

### INQUIRIES

When inquiring about an order always be sure to reference the pattern name and number, color and yardage required.

### RESERVES

Reserves placed on fabric will be honored for 7 calendar days. Pro-Forma fabrics will be held for 14 calendar days.

Cuttings for approval (CFA) will be held for 14 calendar days after being sent from our warehouses.

### MEMO SAMPLES

Memorandum samples are available on loan upon request. It is a Decorative Fabric Association requirement that memo samples be returned within thirty days. A pre-paid return envelope is provided with each memo shipment.

### RETURNS & CLAIMS

No returns for Fabric, Trimming or Wallcovering will be accepted without a written return authorization from Kravet Inc.

Return authorization requests must include the invoice number, date of invoice and reason for the return. All requests for return and credit must be made within 30 days of the invoice date.

Fabric cannot be returned for credit after it has been cut. Yardage must be inspected for flaws and correctness of pattern, color, quantity and quality.

Fabric cannot be returned for credit if it has been processed by the purchaser in any way.

No returns or cancellations will be accepted on any custom product or special order items once the order is in production.

Since color variations often cannot be avoided from one dye lot to another, we will not issue a credit for dye lot variations. If an exact match is required, please request a reserve and cutting of current stock for approval prior to shipping.

Kravet Inc. cannot be responsible for damages to fabric, carpet or furniture that occurs in transit, storage and delivery. All shipments are F.O.B. Warehouse.

Any authorized returns for 1st quality merchandise or any refused shipments are subject to a 25% restocking fee and all freight charges.

### QUALITY LIMITATIONS

Fabrics are not guaranteed against color fading, shrinkage or wear.

Fabric widths and repeats may vary.

Fabrics used as draperies, when held against light, cannot be guaranteed to be free of visible flaws.

Few fabrics are completely stable. Stretching or shrinking may occur as a result of fabric breathing and thereby absorbing moisture. A 2% - 3% change is reasonable.

### SPECIAL PROCESSES AND SERVICES

The addition of topical and backcoating treatments to any fabric can change the color, hand or performance. Kravet Inc. will not accept responsibility for any fabric that has been processed by an outside finisher.

Please order an additional 1 yard, per cut, to ensure sufficient return after working loss.

### REGULATORY COMPLIANCE

In accordance with the provisions of the Flammability Act, the products listed in the price list are not intended for use in the manufacture of wearing apparel.

A continuing guarantee under the Textile Fiber Products Identification Act is filed with the Federal Trade Commission.

### KRAVET INC., CREDIT AGREEMENT

IN CONSIDERATION of Kravet Inc. extending credit to the applicant, in order to facilitate the purchase of Kravet Inc. products, the undersigned applicant/account holder agrees to the following terms and conditions of sale:

**CREDIT LIMIT** If approved by Kravet Inc., the applicant will be assigned a Credit Limit, which is subject to periodic revisions as Kravet Inc. deems necessary.

**SALES TAX** By law, Kravet Inc. is required to charge sales tax in any state where we have a corporate office and/or showroom or may otherwise be doing business. Sales tax charges are based on the state the orders are shipped to, and not the state the business resides in. Customers who provide us with a valid resale tax certificate are not charged sales tax when goods are shipped into that state. The customer can also provide us with additional resale certificates for other states.

**BAD CHECKS** A service charge of \$35.00 will be applicable to each returned check.

**REVOCABILITY** When invoices are past due, or if the applicant's account has reached its assigned Credit Limit, Kravet Inc., at its own discretion, retains the right to hold shipments pending payment. Kravet Inc. may also place the applicant on Proforma or other cash terms for failure to pay within terms.

**LITIGATION** In the event of any litigation arising out of this agreement, the applicant agrees to pay all reasonable attorney fees and other costs of collection.

**WAIVER** The failure of Kravet Inc. to enforce any provision of this agreement does not waive Kravet Inc.'s rights to enforce the remaining provisions of this agreement.

**STATE LAWS** This Credit Agreement will be governed by the laws of the State in which credit is extended.

### OFFICES AND WAREHOUSE

Toll Free Customer Service 800.645.9068 Fax 800.221.6981  
225 Central Avenue South Bethpage, New York 11714  
516.293.2000 Fax 516.293.2737  
1500 Highway 29 South Anderson, SC 29626  
864.231.6000 Fax 800.221.6981