SPECIAL MARKETS DIVISION – TERMS & CONDITIONS

Company Info	Tumi, Inc. 1001 Durham Avenue South Plainfield, NJ 07080 Phone: 800-669-3181 Fax: 800-241-8221
Shipping Location	Vidalia, Georgia 30074
Drop Ship Charge	$3.00 plus actual UPS Freight per address
Payment Terms	Net 30 Days
Packaging	Single piece corrugated carton for luggage and business cases. Personal Leather Goods are shipped in gift box with felt inner sleeve, over-wrapped in cardboard sleeve.
Additional Services	Gift wrapping, note insertion and other services available. Call for details.
Customization	See www.tumispecialmarkets.com
Minimum Order	$2,000 for initial order only
Minimum Annual Volume for Open Account Status	$5,000 per calendar year
Samples	Available to legitimate Special Markets / Corporate sales accounts in advance of open account status. Credit card will be debited upon shipment and credited if goods are returned within 30 days in fully resalable condition
Volume Discount Program	Based on volume of net sales dollars attained in a calendar year $50,000 - $100,000 6% $100,000 - $150,000 8% $150,000 - $200,000 10% $200,000 plus 12% Discounts handled as an additional deduction on top of the standard special markets discount. Allowable as a deduction from invoice (DFI) once attained, for the subsequent calendar year. Renewable annually.
Participation/Co-op/Collateral fees	Negotiable based on placement and product performance. Pre-approval and proof of performance is required. Paid by credit memo to account.
Warranty	Tumi products are guaranteed against defects in workmanship or materials. Call Tumi Consumer Affairs at 1-800-322-TUMI for details.
Substitution	Tumi reserves the right to substitute like or better product in case of discontinuances or inventory stockout situations with customer's prior approval.
Return Policy	Returns for defective merchandise only. RMA number required.
Trans-Shipping to Unauthorized Retailers	Tumi conducts the Special Markets and Corporate Sales programs only for accounts that specialize in these markets with a specific group of end-users in mind – premium, incentive and corporate gift accounts for corporations and their employees, affiliates or customers. The sale of Tumi products, either directly or through Tumi authorized intermediaries, to end users other than those intended under the arrangement between Tumi and such accounts, including reselling to commercial retail outlets, internet auction sites and any international retailers that are not authorized Tumi dealers, is expressly prohibited. As a condition to your participation in the Special Markets and Corporate Sales programs, you will be required, to enter into this Special Markets Participation Agreement.
Accepted & Agreed:	---------- ---------- ---------- Signature Company Date