



SAAGNY SUPPLIER MEMBER
 P.P.A.I. Member #: 195913
 UPIC - FAWNEMBR
 E.T.A. Supplier Member
 ASI/ 702575

1-800-388-FAWN (3296)

www.fawn.com

1537 MAIN ST., P.O. BOX 230, NEW PARK, PA 17352
 (717) 382-4855 FAX (717) 382-4711 E-MAIL: info@fawn.com

Wholesale Contract Embroidery Price Sheet

FAWN INDUSTRIES, INC. stands ready to assist you with all of your embroidery needs. With over 100 years of combined experience in the Swiss and Computerized Direct Embroidery business we can offer unsurpassed quality and service, and our pricing is very competitive. We specialize in difficult embroidery.

NET PRICING

No. of pieces Stitch count	1-2	3-6	7-11	12-23	24-47	48-71	72-143	144-299	300-599	600-1199	1200-+
0-2,999	\$8.99	\$5.99	\$3.90	\$2.90	\$2.30	\$2.05	\$1.85	\$1.40	\$1.20	\$0.95	\$0.85
3,000-5,999	\$9.50	\$6.50	\$4.50	\$3.50	\$2.80	\$2.25	\$1.95	\$1.55	\$1.35	\$1.10	\$0.95
6,000-9,999	\$10.26	\$7.26	\$5.26	\$4.26	\$3.56	\$3.01	\$2.71	\$2.31	\$2.11	\$1.86	\$1.50
10,000-12,999	\$10.83	\$7.83	\$5.83	\$4.83	\$4.13	\$3.58	\$3.28	\$2.88	\$2.68	\$2.43	\$2.07
13,000-15,999	\$11.40	\$8.40	\$6.40	\$5.40	\$4.70	\$4.15	\$3.85	\$3.45	\$3.25	\$3.00	\$2.64
16,000-19,999	\$12.16	\$9.16	\$7.16	\$6.16	\$5.46	\$4.91	\$4.61	\$4.21	\$4.01	\$3.76	\$3.40
20,000-22,999	\$12.73	\$9.73	\$7.73	\$6.73	\$6.03	\$5.48	\$5.18	\$4.78	\$4.58	\$4.33	\$3.97
23,000-25,999	\$13.30	\$10.30	\$8.30	\$7.30	\$6.50	\$5.95	\$5.65	\$5.25	\$5.05	\$4.90	\$4.54
26,000-29,999	\$14.06	\$11.06	\$9.06	\$8.06	\$7.26	\$6.71	\$6.41	\$6.01	\$5.81	\$5.66	\$5.30
30,000-32,999	\$14.63	\$11.63	\$9.63	\$8.63	\$7.83	\$7.28	\$6.98	\$6.58	\$6.38	\$6.23	\$5.87
33,000-35,999	\$15.20	\$12.20	\$10.20	\$9.20	\$8.40	\$7.85	\$7.55	\$7.15	\$6.95	\$6.80	\$6.44
36,000-39,999	\$15.80	\$12.80	\$10.80	\$9.80	\$9.00	\$8.45	\$8.15	\$7.75	\$7.55	\$7.40	\$7.04
40,000-42,999	\$16.25	\$13.25	\$11.25	\$10.25	\$9.45	\$8.90	\$8.60	\$8.20	\$8.00	\$7.85	\$7.49
43,000-45,999	\$16.70	\$13.70	\$11.70	\$10.70	\$9.90	\$9.35	\$9.05	\$8.65	\$8.45	\$8.30	\$7.94
46,000-49,999	\$17.30	\$14.30	\$12.30	\$11.30	\$10.50	\$9.95	\$9.65	\$9.25	\$9.05	\$8.90	\$8.54

50,000 + add \$.18/1000 sts.

All garments are individually inspected, folded, and bulk bagged. Each bag is labeled with sizes and styles.

Orders over 2400 pieces to be quoted.

Add \$.20 for each color change over 9.

Add \$.25/garment if individual folding, packaging, unpacking, or removal of pins is required and \$.25 to re-bag.

Add \$.25/garment to use solvy on terry and other products to keep stitches from sinking into product.

Allow 1% for damages on orders over 144 pieces and 3% for smaller orders and caps and any difficult embroidery.

Metallic thread to be quoted.

Applique / foam (3-d) work to be quoted.

Private labeling - \$.25/garment to remove labels and \$.25/garment to sew in labels.

There will be a 3% charge for credit card services.

Rush Charges

Rush charges - 1 day turnaround - add 40% 2-day add 30% 3-day add 20% 4 day add 10%.

Standard turnaround time is 5-10 working days from time all goods are received and logo has been approved.

Tape Punching (Digitizing), Art & Design

\$10 / 1000 stitches - \$40 minimum charge. \$295 maximum charge. - Edits - to be quoted. Difficult designs to be quoted.

Graphic Art services \$35 per hour.

Special Services

Free distributor pickup by Fawn Industries' truck from Alpha and Bodek & Rhodes in Philadelphia, PA and from Towels Specialties in Baltimore, MD. If order/orders are over \$2,000.00. Call for details.

Sublimation transfers for appliques or t-shirts. Contract sewing. Tackle twill.

Emblems

Made in USA - merrow edges or self, sticky back and heat-seal, twill, felt, suede, etc. Fax or email number of pieces required, size and shape, etc. And we will quote.

TERMS & CONDITIONS OF SALE

ACCEPTANCE (ACKNOWLEDGE) OF ORDER: This order is accepted by Seller at its office to which this order was delivered, and is subject to the following terms and conditions, which may not be modified except by writing, signed by Seller's duly authorized representative. Any inconsistent terms in Buyer's order or confirmation will not be binding on Seller.

TERMS, INTEREST AND COLLECTION COSTS: Terms for payment of this order are set forth herein. All sums not paid according to said terms shall be subject to interest or a late charge at the rate of one and one-half percent per month except where the applicable state law prescribes a maximum legal interest rate or late charge and only at the maximum amount allowed by law. In the event it is necessary to place this proposal in the hands of an attorney for collection, Purchaser will pay Fawn Industries, Inc. (hereinafter "Seller") reasonable attorney's fees.

EXTENSION OF CREDIT: If by the terms of sale, credit is extended to Buyer, Seller reserves the right to revoke such credit if Buyer fails to pay for any goods previously delivered when due or in the judgement of Seller there has been a material adverse change in Buyer's financial condition and thereupon Seller shall have the right to demand payment before further shipment of any goods. All order for new accounts will be shipped C.O.D. until credit can be established. Also accept Visa, MasterCard, and American Express.

CLAIMS FOR LOSS OR DAMAGE IN TRANSIT: Purchaser is responsible for inspection of merchandise on receipt from carrier. Loss or damage in transit should be noted on the freight bill and a claim filed by Purchaser against the carrier. Should the Purchaser find concealed loss or damage, he should immediately contact the carrier and initiate a claim procedure. All claims must be made within 5 days of receipt of goods. No claims will be honored after 5 days have lapsed.

DEFECTS: If any portion of the goods delivered to Buyer is defective or is otherwise not in accordance with contract specifications Seller shall have the right in its discretion either to replace such defective goods or to refund the portion of the purchase price applicable thereto. No goods shall be returned to Seller without Seller's written consent. In no event shall Seller be liable for the cost of processing, lost profits, injury to good will or any other special or consequential damages.

DELIVERY IN INSTALLMENTS: Unless otherwise expressly stated, Seller shall have the right to make delivery in installments. All installments shall be separately invoiced and paid as billed without regard to subsequent deliveries. Failure to pay for any installment when due shall excuse Seller from making further deliveries. Delay in delivery of any installment shall not relieve Buyer of its obligation to accept remaining installments.

SHIPMENTS: Seller will take carrier selection based on current rates, reliability and transit schedules. Should the Purchaser request alternate transportation, he thereby assumes all liability for delays, excess charges and damages resulting from that carrier selection. All shipments are F.O.B. our plant location.

INSURANCE ON SHIPMENTS: All shipments sent by United Parcel Service are automatically insured for \$100.00, if you feel your merchandise is worth more than \$100.00 then you must advise us that you would like to insure your shipment for more and you will be responsible to pay for the additional cost. As for common carriers other than UPS you must check with them prior to shipment to see what their automatic insurance amount is and again if you require more coverage than the minimum, then you must be responsible to pay for the additional cost.

DELAYS: Seller is not responsible for delays in making delivery or any failure to make delivery due to causes beyond its control, including, but not limited to acts or regulations of any governmental authority, acts of God, public disorders, fire, work stoppage or slowdown, accident, flood, war and national emergency.

TAXES: Taxes and fees of any nature are not included in the quoted prices unless the contrary is specifically so stated in the order. Applicable State sales tax will be billed unless Seller is supplied with appropriate tax exemption certificates prior to the initial billing.

RETURNS: All requests for returns must be submitted within 15 days of shipping date shown on invoice. No returns will be accepted without prior approval and a written authorization form.

CONTRACT EMBROIDERY: All Contract Embroidery will only be done after a signed sample has been pre-approved by the customer. If there is a verbal approval only, FAWN INDUSTRIES will not be held responsible for the cost of the garment or the embroidery. Only after receipt of a signed approval will FAWN INDUSTRIES, INC. be liable for the cost of embroidery only. All of our embroidery is done using the utmost care.

DROP SHIPMENTS: FAWN INDUSTRIES, INC., Accepts drop shipments from customers but will not be held responsible in any way if the shipment is received damaged, any shortages, wrong size/color, wrong style, or any back orders. FAWN INDUSTRIES, INC. will only accept COD drop shipment if prior arrangements have been made. We will not be liable for any parcels that are refused by FAWN INDUSTRIES, INC. due to non-payment of COD.

DISCOUNTS: Only one discount offer per customer.