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## Trade Discount Policy

Trade discounts are available to qualified electrical contractors, cabinet makers, millworkers, and similar trades who purchase products through LinearLED for use in their clients' projects. These discounts are intended for trade professionals who typically manage the technical preparation, installation, and integration of our products within their scope of work.

Discount levels are determined based on the amount of project preparation completed by the client and the level of technical support, coordination, and project management required from the LinearLED team.

### 15% Discount – Standard Trade Discount

The 15% discount applies to projects where LinearLED is actively involved in the quotation and project preparation process.

#### Services included:

- Review of plans and shop drawings, provided LED locations are clearly identified;
- Preparation of the quotation by the LinearLED team;
- Final site measurements prior to production when required;
- Minor coordination with electricians, cabinet makers, millworkers, or other trades involved in the project;
- Product delivery or installation services, where applicable.

This discount level is intended for projects that require a moderate level of support and involvement from our team while still benefiting from clear plans and project information provided by the client.

### 25% Discount – Client-Prepared Project

The 25% discount applies to projects where the client completes most or all of the project preparation and technical work prior to ordering.

#### Typically, the client:

- Creates their own quotation through our online platform, or provides a complete list of required products, loads, and exact production lengths;
- Manages project coordination with other trades and stakeholders;
- Provides all information required for production without the need for site visits or extensive technical review.

LinearLED remains available to answer questions regarding product selection and installation methods, and may review clearly annotated plans or shop drawings to confirm product suitability when required.

**This discount level does not include site visits for measurements, project coordination, or ongoing project management by the LinearLED team.** Where installation services are requested, all project coordination must be completed prior to our arrival on site, allowing our team to focus solely on the installation work.

## Projects Not Eligible for Trade Discounts

Certain projects requiring significant technical support, coordination, project management, or ongoing involvement from the LinearLED team may not qualify for trade discounts.

For a detailed overview of the services included in these projects, please refer to our Standard Operating Procedures and Project Management Guidelines document.

## Important

LinearLED reserves the right to determine trade discount eligibility and the applicable discount level based on the complexity of the project, the quality of the information provided, and the level of support, coordination, and management required from our team.

Trade discount levels are established based on the information available at the time of quotation. Should the scope of the project change, or should additional technical support, coordination, site visits, project management, or other services become necessary beyond what was originally anticipated, LinearLED reserves the right to review and adjust the applicable discount level accordingly. Any such adjustments will be communicated to the client prior to implementation whenever reasonably possible.

## Exclusions

**Trade discounts apply to eligible products only and do not apply to:**

- Installation labour;
- Travel and accommodation expenses;
- Shipping charges for deliveries outside the Greater Montreal area;
- Any other service fees not directly related to product supply.