

Mock-Up Policy

Policy Definitions:

“Mock-up” – Refers to sample products that are quoted and provided as physical samples to clients for potential contract opportunities with contract furniture dealers.

“Prequalification” – A set of parameters representing minimum criteria which must be met prior to further consideration.

Policy Details

1. BRC will supply a mock-up at a discount of 75% of list but will rebate the cost of mock-up on all received orders with a minimum project value of \$50,000.00 net.
2. This minimum value must be a onetime project purchase to qualify.
3. The Dealer is responsible to pay all freight costs associated with mock-up orders.
4. BRC reserves the right to ship mock-up product fully assembled to ensure that finished product meets the specifications as established with the client. This does not mean that subsequent units ordered will arrive in the same state of assembly as the mock-up.
5. BRC will manufacture a mock-up in approximately a 2 week period from the confirmation and procurement of all materials associated with this order, unless custom or special material restricts the typical lead time allotment.
6. Dealers must issue a purchase order for a mock-up.
7. Pre-qualified project opportunities must include a documented submission (Mock-Up Request Form) containing the following information:
 - Dealer information.
 - Dealer Sales Representative.
 - Client/Project Name and location.
 - Scope and Size of project.
 - Mock-up presentation date.
 - Project award date.
 - Delivery and Installation requirements.
 - Competition.
 - Confirmed contact with (a) End User (b) Architect and/or Designer.
 - Will this project be sent out for BID or RFP?
 - BRC Sales Representative or Agent responsible for Dealer.

While BRC will make every attempt to match the production model to the mock-up model; BRC reserves the right, in their sole discretion, to make changes to the production model for any reason whatsoever including cost, efficiencies in engineering design, fit, finish or quality. Although BRC will request a sign-off acceptance by the customer of the final production model design, it cannot guarantee that the production model will be an exact replication of the mock-up nor can it guarantee that all changes will be highlighted in the customer final sign-off documentation.



BRC Business Enterprises Ltd.
24 Armstrong Avenue
Georgetown, ON, Canada L7G 4R9

Office: 905-873-8509
Toll Free: 1-877-260-4309
Fax: 905-873-9165
Email: info@brc.group

Mock-Up Request

Dealer Information

Dealer Name:
Dealer Address: Prov/State: ZIP/Postal Code:
Contact Person: Phone: email:
BRC Agent or Sales Representative:

Project Details

Client or Project Name: Location:
Project Award Date (approximate):
Potential Total Number of Units:
BRC Estimated Project Net Value Presentation Date:

Product Details

BRC Quote Reference(s):
Additional Product Details:
Laminate and Finishes:
Special Components:
Competitors:

Freight

Requested Arrival Date:
Standard LTL Shipment Direct FTL Shipment
Loading Dock: Yes No
Special Delivery Instructions:

Authorization

Name: Signature: Date:

While BRC will make every attempt to match the production model to the mock up model; BRC reserves the right, in their sole discretion, to make changes to the production model for any reason whatsoever including cost, efficiencies in engineering design, fit, finish or quality. Although BRC will request a sign-off acceptance by the customer of the final production model design, it cannot guarantee that the production model will be an exact replication of the mock-up nor can it guarantee that all changes will be highlighted in the customer final sign-off documentation. Dealers must issue a purchase order for a mock-up, even if it is being manufactured at no charge.