

Procedure regarding dealer and direct-bill customer statements:

Latham's inventory and accounting system, SeedWare, allows dealers to print statements, review orders and see shipping balances at any time. When an order is entered into SeedWare, a summary order statement will be mailed at the end of that month and each month thereafter. The summary Order Statement shows what a customer has on order with pricing. All order statements will be printed on yellow paper.

Please ensure customers' online accounts are current by the end of the month, so all statements are accurate at the time they are mailed. Dealers may request to bill customers directly. In these instances, statements will be sent directly to the customer. Dealers are responsible for any seed delivered. Direct bill is a service and all dealer terms of sale apply.

We request that all accounts are current, however, Latham® dealers have the ability to withhold statements until January 31 in the event some revisions or additions are needed. Direct-bill customers who have not been marked as "hold" will receive statements beginning January 31.

On May 31, dealers and customers will be sent a Shipment Statement showing product pricing and the dates it shipped. This statement will be more representative of the true financial obligation of either you or your direct-bill customer. These shipment statements will be printed on white paper.

	ORDER STATEMENTS: Printed on yellow paper.		SHIPMENT STATEMENTS: Printed on white paper.		Finance charges added for any unpaid balance
	Only Non-Held Customers	All Held and Non-Held	Only Non-Held Customers	All Held and Non-Held	
August 31					
September 30					
October 31	X				
November 30	X				
December 31	X				
January 31		X			
February 28		X			
March 31		X			
April 30		X			
May 31				X	
June 15				X	
June 30				X	X

Please note: All outstanding balances (or at least your estimated balance) should be paid by June 15 provided you have qualified for June 15 terms. Unpaid balances after June 15 will accrue late charges at the rate of 1.5% per month, according to your Dealer Terms of Sale.

Dealers and customers are subject to credit limits and credit terms in accordance with Latham's credit policies. Dealers and customers who do not qualify for June 15 terms may have payment terms of CBD (Cash before Delivery).