



ISL PRODUCTS INTERNATIONAL LTD.

572 Walt Whitman Rd., Suite 100 • Melville, NY 11747
(516) 937 3475 • info@islproducts.com



BLANKET PURCHASE ORDER – GENERAL GUIDELINES

ISL Products encourages its customers to issue Blanket Purchase Orders (BPO) once volumes reach specified quantities. BPO's provide a more streamlined supply chain while also providing distinct financial benefits. There are a few requirements that need to be met to qualify for this type of purchase order agreement.

- Customer must be approved for NET payment terms by ISL's finance department.
- Customer must first approve and counter-sign product drawing / specification datasheet as well as validate and approve product samples.
- Unit pricing is reflective of the total BPO quantity.
- Customers will be invoiced on a per shipment basis, with the agreed upon payment terms.
- Total quantity ordered must be greater than Minimum Order Quantity (MOQ), unless otherwise specified by ISL.
- Release Dates and Quantities must be noted on BPO and approved by an ISL representative.
- All releases must be shipped to the customer within 6 - 9 months of the initial release date. *Subject to ISL discretion.*
- Blanket Purchase Orders are considered NC/NR, non-cancelable/non-returnable.
- ISL will purchase all raw materials necessary to manufacture the full BPO quantity and schedule production according to the customers' release schedule.
- ISL will manufacture according to your BPO schedule. This doesn't mean that the entire BPO quantity will be manufactured at the same time. *An ISL representative will provide an estimated production schedule for your order at the time of order confirmation.*
- Any deviation from the initial agreed upon release schedule must be approved by an ISL representative. The sooner a change request is submitted, the more flexibility we have with our production and logistic schedules.
 - o Pull-In: we try to factor in a 2-week early shipment window into customer due dates in anticipation of an early release.
 - o Push-Out: we're flexible and generally work with customers to accommodate. Any push-out will be subject to ISL's approval.
- Finished goods will be stored and shipped from our warehouse in Missouri, USA, unless otherwise noted.



ISL PRODUCTS INTERNATIONAL LTD.

572 Walt Whitman Rd., Suite 100 • Melville, NY 11747
(516) 937 3475 • info@islproducts.com



BLANKET PURCHASE ORDER – CUSTOMER BENEFITS

Blanket Purchase Orders provide unique planning benefits by aiding to streamline the entire supply chain. They also provide often overlooked financial benefits.

- Serves as a Just-In-Time (JIT) inventory program. Provides assurances that dedicated inventory is available to ship to you when you need it.
- Take advantage of our larger volume pricing. Spread out quarterly or annual demand while receiving a higher volume unit price for the entire order quantity.
- Increase your Cash Flow – invoices are issued on a per shipment basis, with payment terms.
- Reduced Lead Times – the initial production lead time only pertains to the first release. All subsequent releases will be manufactured and shipped out according to your release schedule.
- You save the cost and hassle of warehousing the product.