



# 2023 GUIDELINES

## SAMPLES and SELF-PROMOTIONS

### RANDOM SAMPLES:

Random samples, in reasonable quantities, of our latex and Microfoil® balloons and several other products from *Pioneer Line* also are provided upon request at no charge. There may be a nominal charge for a few of Pioneer's products, or requests for larger quantities of samples. **There will be a charge for any expedited shipping service.**

Contact Customer Service for information on the Loaner Program for a random sample of an Ad Inflatable™, Econo Beverage Inflatable, Promotional Flags, Table Covers, Banners and Pop Up Displays.

### SPECULATIVE SAMPLES:

Pioneer will provide spec samples on latex balloons at no charge within reason. In lieu of spec samples we will print a tear sheet for Microfoil® balloons.

Free spec samples on products other than latex balloons will also be considered on a case-by-case basis. The same criteria as above applies, and we ask that you first show your client a random sample of the product. Please contact Customer Service to order a random sample or discuss a spec sample.

Spec samples are not available on Ad Inflatables, Promotional Flags, Event Tents, Table Covers, or Pop Up Displays.

**Note: Any rush charges or expedited shipping service will be the distributor's responsibility.**

### SELF-PROMOTION ORDERS:

When catalog minimums are ordered, most Pioneer Line products qualify for EQP less 20% along with no set-up charges. (Latex balloon orders of less than 1,000 pieces will receive next column pricing, with the exception of 3' latex, which will receive EQP less 20% at all quantities, and Qualatex Quick Links, which will receive Next Quantity pricing and no set-up at all quantities.) Exceptions include Ad Inflatables, Promotional Flags, Event Tents, and Table Covers. These products will be quoted on a case by case basis. The distributor company name must appear in the imprint to qualify for Self-Promotion pricing.