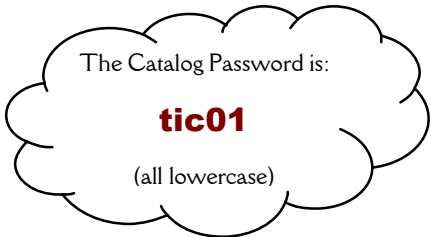


Manuals User Guides Training Materials

Items created in various programs such as Word, Quark, Photoshop, FileMakerPro, etc. are sent through Adobe Acrobat for easy emailing, website posting, printing and publication by local and on-the-road sales representatives. Specifics such as resolution, password protection, printing, selection, and exporting permissions are fully customizable.



Sales catalog users are empowered with the many features of a digital catalog. These instructions fully outline the flexibility that I introduced to TIC sales efforts, who before then sent stapled & photocopied catalog pages to sales teams who had specific presentation restrictions and/or requirements.



TO: TIC CD Version 4.3 Catalog Recipients

Enclosed is version 4.3 of the TIC CD Catalog. Please also see the **Readme** file that is contained on this CD in addition to reading this letter completely. There are many options for printing and/or for using the CD Catalog on a computer. When you first view the CD contents through **Windows Explorer** or **My Computer**, this is what you should see after going to the **View** pull-down and choosing **Details** (file sizes & dates shown herein are examples only.)

Contents of 'E:\TIC CD\TICv4r2'		
Name	Size	Type
AcrobatMac		File Folder
AcrobatPC		File Folder
Chapters		File Folder
PriceFiles		File Folder
4New.pdf	116,033KB	Adobe Acrobat Document
9Print.pdf	222,209KB	Adobe Acrobat Document
9Screen.pdf	13,041KB	Adobe Acrobat Document
CD Instructions.doc	2,237KB	Microsoft Word Document
CD Instructions.pdf	9,668KB	Adobe Acrobat Document
Readme.doc	49KB	Microsoft Word Document
Readme.pdf	210KB	Adobe Acrobat Document
Readme.txt	18KB	Text Document

The first four listings are file folders that may or may not appear on your CD(s). These folders contain extras such as Price Lists, Discontinued Lists for printing or importing into computer applications in the "PriceFiles" folder, small sections of the catalog grouped according to prefix and/or style, or numerically sorted, are in the "Chapters" folder, and the Acrobat program for the PC and MAC have their own folders with the file you need to install Acrobat Reader 5.0

The files shown below the file folders are:

4New.pdf

A TIC Catalog in Acrobat Portable Document Format file (.pdf), with 4 pictures per page for hi-rez printing of **NEW** items Only

9Print.pdf

The complete TIC Catalog at 9 pictures/page for hi-rez printing. Hi-rez (300) version=Largest file size=Longest print & screen draw time

9pscreen.pdf

The complete TIC Catalog at 9 pictures/page for use on a computer. Screen quality version=Smaller file size= Fast screen draw time

CD Instructions.doc & .pdf

This letter that you are reading now, in MS Word and Acrobat formats, in case you lose the letter or the CD comes to you without one.

Readme.doc – Readme.pdf – Readme.txt

These 3 versions of the Acrobat standard instruction file are identical – one in MSWord, one in Acrobat and the other in text-only formats.

Please read-thru the "Readme" file as well as this Instruction letter, and then make sure you have, or have installed, Adobe Acrobat 5.0 before opening the .pdf files or catalog files. Once Acrobat is on your system, you can click to open either the AcrobatMac or AcrobatPC folders on the CD for your computer.

Name	Size	Type
ar500enu.exe	8,614KB	Application
rp500enu.exe	9,997KB	Application

The screen shot at left shows the contents of the AcrobatPC folder; **ar500enu.exe** is Acrobat Reader basic; **rp500enu.exe** has more and improved search & accessibility features.

The screen shot at right shows the contents of the AcrobatMAC folder; **ar500enu.bin** is Acrobat Reader basic for use inside firewalls; and **rp500enu.bin** is stand-alone and has more and improved search & accessibility features, see the ReadMe.

Name	Size	Type
ar500enu.bin	378KB	BIN File
rp500enu.bin	40,874KB	BIN File

T I C

Simply double-click directly on the Acrobat version of your choice and installation will proceed. After some basic on-screen interaction from you, Acrobat Reader will be installed and you'll be ready to use the TIC catalogs. You'll be able to open the .pdf files on the CD by double-clicking on their names, or by copying the .pdf files to your hard drive and opening them from that location. Acrobat Reader is also the standard format for Price List/Discontinued Item Master files and new product pages/updates on the TIC website and that TIC emails to reps and showrooms.

After Reader is installed, you must then decide which catalog version you need to use. Do you want to print an entire book, just some pages, do you want to use it on a computer or laptop, or do you want to email pages to customers or clients? **First please understand the basics:** The **Print Rez** files (4New.pdf & 9P.pdf) have very large sizes (up to-250+ megabytes), & therefore will take up a lot of space on your hard drive. By contrast, the **Screen Rez** files (9Screen.pdf, 16Refpdf or 24Ref.pdf) are optimized for on-screen use, and since their file sizes are considerably smaller (50 megabyte max.) – use this type of file for loading onto your laptop or to email pages as attachments. With the Screen Rez files you will be able to scroll, search, load and email the catalog/pages faster – besides only taking up a small amount of hard drive space. *FYI There is a great Help section inside Acrobat, to learn how you can annotate, find, & change .pdf files in many ways. To find an item, press & hold the CNTRL key & hit the "F" key. A dialog box will ask you what to find – you can perform a find using the item #, part or all of the description, the price, etc. Any field in the catalog can be used with the CNTRL+F search method.*

Name	Size	Type
DIM.csv	271KB	Microsoft Excel
DIM.slk	529KB	Microsoft Excel
DIM.tab	211KB	TAB File
PL.csv	133KB	Microsoft Excel
PL.slk	227KB	Microsoft Excel
PL.tab	104KB	TAB File
PL.txt	107KB	Text Document
PL.xls	263KB	Microsoft Excel
PL95_97.xls	516KB	Microsoft Excel
PLE.csv	107KB	Microsoft Excel
PLMAC.txt	106KB	Text Document

FYI - a file's **format** or **type** is identified by the letters that come after the period in the file name called the **extension**, (i.e., .pdf stands for 'portable document format') If you change the name of a file and do not retain the exact extension, your PC will not know which application to use for opening the file. As a rule, unless you are a power user, **don't mess with the letters after the dot** (the 'extension') – thanks

The folder, PriceFiles, is here for your convenience. Many have been retyping our item data into their own data management programs & these various versions of the two most requested data files, **Price List (PL)** & **Discontinued Item Master (DIM)**, can save tedious re-typing time. There are really only 2 different files in this folder, but each has been saved in various formats.

FIELD ORDER:

Item#, Info 1, Info 2, Dimensions, Unit of Measure, Inner, Master, Price 1, Price 1 Qty, Price 2, Price 2 Qty, Material, UPC.

- DIM.csv & PL.csv**
MSExcel Comma Separated Values format
- DIM.slk & PL.slk**
Symbolic Link (SYLK) format
- DIM.tab & PriceList.tab**
Tab Separated Text-Only format
- PL.txt**
Text-only version of the Price List
- PL.xls**
MSExcel 2000 (also Office 2000 Users)
- PL95_97.xls**
For MSExcel 97 or 95 users.
- PLE.csv**
Another type of comma-separated-values file.
- PLMac.txt**
Text-only format for Apple-Macintosh importing

One more page of tech talk to go and then you can get on to using the TIC CD to its optimum performance!

T I C

Contents of 'E:\TIC CD\TICv4r2\Chapters'

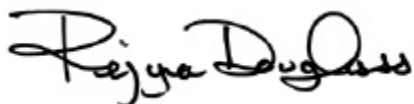
00Frames.pdf	24-Monkeys.pdf	28-Misc.pdf	43-series.pdf
11Series.pdf	24-Rabbits.pdf	28-Peach.pdf	44-Candles.pdf
12Series.pdf	24-Roosters.pdf	28PeachBlack.pdf	48-GLASS.pdf
13Asst.pdf	25-Animals.pdf	28-Planters.pdf	48-PlateSets.pdf
13Browns.pdf	25-Misc.pdf	28-Plates.pdf	50-Series.pdf
13Copper.pdf	25-Sets.pdf	28-YelAqua.pdf	60-Series.pdf
13Green.pdf	26-Series.pdf	28-Yellow.pdf	62-Clocks.pdf
13MiscColor.pdf	26-SeriesGroups.pdf	28-Yellows.pdf	62-Series.pdf
13Sets.pdf	26-Sets.pdf	30BlackAmber.pdf	63-Series.pdf
13White.pdf	27-Animal&Misc.pdf	30-LargeItems.pdf	64-Bamboo.pdf
14Series.pdf	27-Greens.pdf	30-Mints.pdf	64-Misc.pdf
15&16Series.pdf	27-Largest.pdf	30-Misc.pdf	64-Snake.pdf
17Series.pdf	27-Milk.pdf	30-TallWire.pdf	69-Lamps.pdf
18Series.pdf	27-Sets&Assts.pdf	30-Tans.pdf	72-Accessories.pdf
19Series.pdf	27-Topiarys.pdf	30-Whites.pdf	72-ALL.pdf
21Series.pdf	27-Whites.pdf	30-WideRacks.pdf	72-Animals.pdf
24-Birds.pdf	27-Yellows.pdf	32-Series.pdf	72-Statues.pdf
24-Dragonfly.pdf	28-ALL.pdf	33-Series.pdf	73thru99.pdf
24-Elephants.pdf	28-Beige.pdf	34-Series.pdf	PL.pdf
24-Frogs.pdf	28-Black.pdf	36-Series.pdf	
24-Misc.pdf	28-Boxes.pdf	39-Doorstops.pdf	
24-MiscAnimal.pdf	28-Centerpcs.pdf	39-Series.pdf	

The file folder titled **Chapters** contains catalog chunks in prefix-based groups, i.e. 11Series, 30-WideRacks, 28-Yellow, etc. These separate chapters are perfect for emailing - they're small enough in file size to send FAST! Open a few of these and look through it, you'll see how sub-groups are organized by color or size. In other words, these are individual chapters combined to make the complete book of New & Active Items. This can be helpful if you need to view or email only certain prefixes. Some prefixes have one file, others have more.

Acrobat is also the same application that you will use if you want to open the protected files on the TIC website. The Price List, DIM, Order Form, Sire Orientation, etc. are available on the TIC website - but you'll need the password printed at the top of this letter to open them. If you have any questions or comments, please fax, call, or email me at: rdouglas@importcollection.com

Have fun with your new TIC Catalog CD!

Cordially,



Rejyna Douglass (ext. 107)
Director of Digital Imaging & Catalog Production
The Import Collection

RD/rmd

Encl: TIC CD Catalog 2001 Version 4.3



Instructions guide sales force digital catalog users in the installation and functions of the self-playing kiosk-type computer slideshow released with each catalog. Featuring the entire line with part numbering, the single slides used are also available and optimized for sales team email attachments.

NEW CD FEATURE! The TIC CD Slideshow (Version 2.0)



The enclosed version of the TIC CD Catalog includes a new feature we are adding to aid to your sales efforts: **The TIC Slideshow**. The item-by-item show features our entire line in item# sequence, (each picture has an item#), it advances from slide to slide automatically with cool effects, and it loops continuously - when you want to stop it, simply press the escape (**Esc**) key. It makes an excellent computer presentation aid & it works as a screen saver for reception & showroom computers! Since the show plays from the CD and the player software is small enough to install in minutes - you can be watching the TIC Slide Show in no time!

Installing KAI's Show Player

Go to **Windows Explorer** or **My Computer** to browse the contents of the CD. Find and click on the folder titled "**TIC Slide Show + Pix**" to open it, then double-click on the file named "**SHOWPlayerInst.exe**" which then installs the slideshow software. Once it is installed, go back to browse the CD & find the file "**TIC 2001 Show 2.sas**" & double-click on it. The slideshow should start after a brief start-up screen appears (same as the image printed above). The program uses a tiny amount of hard drive space & you don't need to copy any other files to your hard drive - you can play the show direct from the CD! We didn't include a soundtrack for file size considerations - besides, we don't want to second-guess your musical tastes!

The Added Bonus!

You will notice when opening the CD folder "**TIC 2001 Show 2Media**" that it contains all of the slides from the show. These versions are small sized, (RGB .jpg) 72 dpi versions of the individual items (each showing its item #) that you can email as single-image attachments, import into your own database, labeling or presentation software, or print as single-item sheets! Don't rely on the filename for the item #, you'll have to open or look at the pictures to confirm the TIC item#. Windows 95 & 98 users can go to **Windows Explorer** and choose the "**View as Webpage**" option in the "**View**" pull-down - as you select (highlight) files on the CD, you should see the actual pictures in your viewer pane. If you have questions or comments, please fax or call me.

Show Experience Finishing Touches

1. Go through the simple installation instructions above
2. Put your favorite music in your stereo, or turn on the radio, or strap on a Walkman
3. Dim the lights
4. Don't forget the sodas and snacks
5. Sit back and enjoy the show!

Cordially,

Rejyna Douglass (ext. 107)
Director of Digital Imaging, Catalog Production & Website
The Import Collection

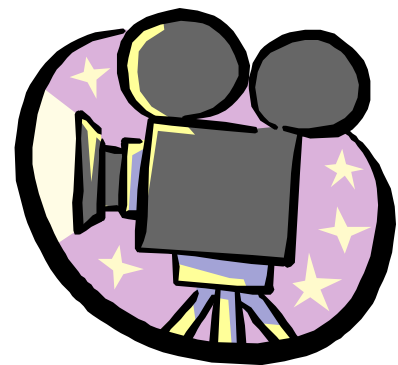


Table of Contents For
Database Catalog. Printed
"live" from my custom-built
FileMaker Pro Database, the
TOC replaces a typical "index"

✦ TIC ✦
THE IMPORT COLLECTION

TABLE OF CONTENTS

Welcome to the TIC 2001 Edition Catalog, presenting our entire line in sequential order by item number. Each item's information is with each picture, eliminating the need for a reference index or price list. The chart below can assist in cross-referencing items according to their prefix based on the item type &/or material. Please note that similar items may be contained in more than one section.

Please turn to the next pages for Sales Representative & Ordering Guidelines. Remember to come in and see our line up-close and hands-on at one of our many U.S. Exhibits and Shows! Visit our website frequently for show schedules, rep listings, updates and future releases. Thank you for viewing TIC's fine line of giftware & decorative accessories.

CATEGORY	ITEM PREFIX	CATEGORY	ITEM PREFIX
FRAMES	00- (also in 13, 16, 17, 60 & 73 prefixes)	WIRE, IRON, DARK WOOD	30- thru 39- (also 91-)
		Painted Wire & Metal	30-
		Forged Iron - Primitives	32-
		Painted Metal	33-
		Painted Toleware	34-
		Toile Cloth Boxes & Stationary	36-
		Painted Garden Iron & Shells	39-
METALS	10- thru 19-	CANDLES & GLASS	40- thru 48-
Copper & Brass	10-	Pressed Ceiling Tin	43-
Antique Brass	11-	Candles	44-
Antique Bronze	12-	Decorative Glassware/Plates	48-
Patina Finished Brass	13-		
Brass & Aluminum	14-	GOLD & SILVERLEAF IRON	50-
Brass Sconces	15-		
Antique Silver, Pewter, Bronze, Brass, Glass, Nickel	16-	WOOD, METAL, RESIN	60- thru 69-
Silverplate	17-	Painted & Stained Wood	60-
Aluminum & Brass	18-	Wood with Paper Applique	62-
Iron, Aluminum & Glass	19-	Wood, Metal, Rattan	63-
		Wood, Metal, Snakeskin, Bamboo, Wicker, Leather	64-
		Accent Lamps	69-
CERAMICS & CLAY	20- thru 29-	RESIN	70- thru 73-
Ceramics	21-	Polyresin Garden	72-
Assorted Ceramics	24-	Wall & Tabletop Resins	73-
Blue & White Ceramics	25-		
Terra Cotta & Clay	26-	WALL RACKS	91- (also 30-Series)
Ceramic, Mosaics	27-		
Hand-Painted Porcelain	28-		
Silverplate	29-		

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✦ Catalog Design, Digital Imaging & DTP: Rejyna Douglass Ext.107 Data Management: Brenda Roberts Ext: 127 ✦

This catalog was developed and produced on the Windows platform running NT 4.0/SP6, using QuarkXpress 4.03, FileMakerPro 5.0, Adobe Photoshop 6.0, Adobe Acrobat 5.0 and MS Excel. Digital Images are uncompressed RGB jpeg's and/or CMYK tifs, shot with either a Ricoh RDC-7, or Polaroid's PDC 2000 Digital Camera tethered to a 800Mhz PC through PDC Studio software and corrected in Photoshop/Intelligence. Printed on Waussau Exact Color 28 lb. laser paper using Tektronix 560 & Ricoh 4160 color laser printers.

The Import Collection, 7885 Nelson Road, Panorama City, CA 91402 ✦ Tel: 818.782.3060 Fax 818.904.0584

✦ website: www.importcollection.com ✦ email: info@importcollection.com ✦

After creating a website for the company, the launch was prefaced by the release of a full guide for the headquarters, national and on-the-road sales, marketing and customer service teams. It is important to remember that not everyone is an internet surfing whiz when carefully outlining the uses and risks of the world wide web.

REPORT COLLECTION

Company Informational Bulletin

Prepared by Rejyna Douglass - Ext 107

TO ALL TIC WEBSITE USERS:

Below is a personal orientation for the updated website explaining the basics. If there are any additional questions or suggestions, we can address them as they present.

The updated website provides many useful and time-saving opportunities.

MAIN SWITCHBOARD

The **Main Switchboard** for browsing the TIC WEBSITE is the first page that launches in the **left-hand** frame when you first go into our website. It is a thin column with several **"links"** to the various sections of the TIC site. (FYI: A "link" is the blue underlined words that activate email or website connection when you click your mouse on them, they look like - www.importcollection.com or mail@importcollection.com.) A **"switchboard"** is a page with multiple **"links"** to related pages. Using this design instead of the many-pictures-on-one page design should significantly improve cross-browser compatibility issues for those who could not **"view"** the pictures on the previous site.) The links on this switchboard transport the visitor through the various compartments of our site, outlined herein.

Below the picture of TIC Headquarters is a link to the text-only version of our site. This text-only version is designed specifically without images so that visitors using the new "internet-appliances", or those with slow modems or ISP connections, can utilize the basic site content.

Below this link are two links for free web-browser upgrades. One is for MS Internet Explorer 5.5 and the other is for Netscape. By upgrading a browser, many who couldn't view pages before will be able to following the upgrade. TIC staff can recommend upgrading to customers with viewing or other site errors, but **BE SURE TO DISCLAIM YOURSELF & TIC against responsibility for a customers computer system**. In other words, instruct them to consider the upgrade and to consult their computer-friend or company MIS/IT administrator. (FYI: the term web "browser" refers to the application or program that lives on your computer and allows you to access and utilize the web. AOL has it's own browser, as do many other internet service providers (ISP), but most experienced web users prefer either MS Internet Explorer or Netscape because of the advanced capabilities and setting options.)

Below these links is the standard copyright information and links to our disclaimer and privacy policy pages. This standard section appears at the bottom of each page on the site, along with the date of the last site revision.

PHOTO GALLERY

The Switchboard for browsing the TIC Photo Gallery pages is the first page that launches in the **right-hand** frame when you first go into our website. This part of our site is now redesigned.

Instead of one page with a lot of pictures, there are several single-photo pages that you access from the Photo Gallery Links Switchboard. Browsing the TIC Photo Gallery can assist new and current customers in gaining a **general** idea of our various merchandise styles and types.

At the top of this page, there are two-columns of links that advance you through 14 or more **collage-type photos** of TIC products. (NOTE: Our site does not currently offer item selection or on-line ordering functions, most often referred to as "e-commerce." When that is developed at TIC, it is planned to be a separate "secure" website with multiple password access-only use for reps and TIC staff.)

Below the Links section of this Switchboard are a few paragraphs generally describing TIC **Product Categories** and the **colors, styles, themes** that we feature; i.e. Majolica, Bamboo, Blue & White, etc.

SHOW SCHEDULE

Click on this link in the Main Switchboard (left-column that always stays the same) for access to the most recently updated **2001 Show Schedule** in the left column. TIC shows are **bolded** and bigger type than sales rep shows. In the right column, there are **brief descriptions** of each show and venue, with links to **reps, show and venue information sites**. Customers can be directed to view the latest additions to our line at these shows, as well as to connect with the rep for their respective area. **Please be sure to direct our reps to fax Rejyna when they have show dates to add to this section.**

FIND OUR SHOWROOMS

(SHOWROOM MAP & DIRECTORY)

Click on this link in the Main Switchboard (left-column that always stays the same) and give it a **few seconds to load the picture showing TIC showrooms and Showrooms managed by TIC reps.** (NOTE: Individual reps are listed on the next page) This map shows the **Name, Territory & Phone Number** for each showroom operated by TIC and for showrooms operated by TIC representatives.

Below this map is a two-column listing. On the left are the TIC Showrooms, on the right are the TIC Rep Showrooms. Each directory entry contains address, phone, fax, email and website information for each showroom. (NOTE: Territories are listed in text form on a page we will discuss later called the "Rep Sorted by State" page.) **Please be sure to direct our reps to fax Rejyna when they have info to change or add to this section.**

SALES REP DIRECTORY

(SALES REPRESENTATIVE MAP & DIRECTORY SWITCHBOARD)

Click on this link in the Main Switchboard and give it a few seconds to load the picture showing rep showrooms and individual TIC reps. This map shows the Name, Territory & Phone Number for each single rep (not affiliated with a showroom) and each showroom operated by TIC representatives.

Below this map is another Switchboard. There are three links:

- The first link advances to a page listing ALL reps and showrooms by the **Rep's Last Name.**
- The second link advances to a page listing ALL reps and showrooms by **Company Name.** In the case of a single rep (no showroom affiliation & showroom a), it will be his or her last name. In the case of a rep who is affiliated with a TIC showroom, it will be under the Showroom Name and then secondary sorted by the rep last name.
- The third link advances to a **TERRITORIES** page listing all the United States in an alpha-sort column and identifying the rep for that state. States without designated reps are typically assigned to TIC Headquarters. Clicking on the link-name of the rep or showroom will then advance you to that part of the site where their contact information is listed.

Each directory entry contains address, phone, fax, email and website information for each showroom. (NOTE: Territories are listed in text form on a page we will discuss later called the "Rep Sorted by State" page.) **Please be sure to direct our reps to fax Rejyna when they have info to change or add to this section.**

COMPANY INFORMATION

Click on this link in the Main Switchboard (left-column that always stays the same) and you will have access to the TIC Company Information links:

Ordering Information

[Sales Rep & Ordering Guidelines](#), i.e. terms, delivery, returns (same as what is included at the front of each printed and CD catalog.)

Corporate Contact Info

Contacting Customer Service, TIC headquarters mailing & shipping listings, telephone extension directory, and a headquarters email directory.

Links & More

Print a [blank order form](#) for filling in and faxing. Links to all of the [major magazines and show organizers](#) related to the gifts & decorative accessories trade. These are excellent links for show research, competition research, editorial trends, design and seasonal forecasts, etc. But please understand, we don't want to encourage anyone to use work time for looking at magazines online and calling it "research" 😊

Adobe Acrobat Files

These are the most requested documents related to ordering. The current [Price List](#) and the [Discontinued Item Master](#). Both of these are password protected with the same password as the CD. They both take a while to "download" so users may see a blank screen for a while since there are so many pages to each. (NOTE: These lists are only current to the date printed at the top of each page. Please make sure you factor in any additional Discontinued Updates, if any exist with more recent dates.

TIC UPS TRACKING

A recently added link to the Main Switchboard opens up a window that can be used to track [UPS shipments](#) using the [Tracking Number](#) or [Sales Order Number](#). This feature was just added and has not been fully tested for full functionality. Please advise Rejyna or Richard if there are any problems with online UPS tracking.

There was temporarily a slide show on the site, but until it is updated with more recent item, and a better download method, the Slide Show has been temporarily unlinked and is not accessible.

Let me know if I can help you in any other way with using the site. Please, please let me know of any additions, corrections, updates or changes and also please understand that updates are not instantaneous. It may take a day or so for changes to be loaded.

PLEASE DO NOT USE ANY DOWNLOADING OR INSTALLING FEATURES WHEN USING THE INTERNET ON TIC PC's. DO NOT CHANGE ANY SETTINGS ON YOUR PC/MAC WITHOUT FIRST CONTACTING YOUR COMPUTER MANAGER OR IT/MIS DIRECTOR. DO NOT ADVISE ANY CUSTOMERS TO CHANGE THEIR COMPUTER SETTINGS. DO NOT ATTEMPT TO HELP A CUSTOMER TROUBLESHOOT COMPUTER, BROWSER OR ISP PROBLEMS.

ORDERING GUIDELINES

How to read the pricing information:

Item #	Descriptor			
B	C			
Status	U/M	I/M	Price 1	Price 2
A	D	E	F	G

A Item #: This is TIC's product number for ordering and pricing.

B Description: This product description may include dimensions, material, assortment, set or pair designations. Measurements are approximate and only provided for proportional reference. If there is only one measurement listed, it will be H (height) or D (diameter). If full measurements are shown, the typical formula is L/D/H (length, depth, height). Sets, pairs and assortments may have individual piece dimensions, dimensions of the largest in a group, or dimensions of smallest thru largest (i.e. 4" thru 12" h). Materials listed designate raw material with finish color, effect or style.

C U/M: Unit of Measure

ea = each, priced per piece

pr = pair, priced per pair

set = priced as a set

ast = assortment, priced per piece

D I/M: Inner/Master.

The I inner numeral is the piece quantity per inner pack.

The M master numeral is the piece quantity per case.

E Price 1: Cost per U/M at first minimum quantity shown.

F Price 2: Discounted cost per U/M at second minimum quantity.

Example #1

- ♦ **Sets:** Sets are sold at the listed price for I/m/s. In example #1, the minimum order would be 2 sets of 3 at \$12.00 each.

Item #	Descriptor			
60-000	Vase S/3 - 10/11/12" h			
Status	U/M	I/M	Price 1	Price 2
A	set	2/12	12.00/2	10.00/4

Example #2

- ♦ **Ast/6:** Assortment of 6. Individual assortment pieces are sold as individual items. In example #2, the minimum order would be an assortment of 6 pieces at \$7.00 each, with a total cost of \$42.00.

Item #	Descriptor			
27-000	Vase Ast/6 - 8 thru 10" h			
Status	U/M	I/M	Price 1	Price 2
N	ea	6/36	7.00/6	6.50/12

Item #	Descriptor			
32-000	CH - 23" h			
Status	U/M	I/M	Price 1	Price 2
A	ea	3/12	25.00/3	23.00/12

Example 3 - Item 1

Item #	Descriptor			
32-001	CH pair - 12/13" h			
Status	U/M	I/M	Price 1	Price 2
A	pr	2/8	24.00/2	22.00/8

Example 3 - Item 2

Item #	Descriptor			
32-002	CH Ast/3 - 11/12/13" h			
Status	U/M	I/M	Price 1	Price 2
A	set	1/4	30.00/1	28.00/4

Example 3 - Item 3

- ♦ **C.H.:** Candleholders are sold individually, in assorted sets, and in pairs.
In example #3:
Item #1 - Sold per piece, minimum 3 for a total of \$75.00
Item #2 - Sold per pair, minimum 2 pair for a total of \$48.00
Item #3 - Sold per set, minimum 1 set for \$30.00

The Import Collection - Catalog EULA for (check type) CD Printed Book

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Date:

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Brief											
Item #	Description	U/M	I/M	Price1	Price 2	Item #	Description	U/M	I/M	Price1	Price 2
A 0721-33	3x3 Frame	EA	1/24	6.75 / 6	6.00 / 12	A 12-181	Bronze Whippet Pair	PR	1/8	36.00 / 1	32.50 / 2
A 0722-46	4x6 Frame	EA	1/12	8.00 / 4	7.00 / 8	A 12-230	Bronze Sitting Cat	EA	1/12	19.00 / 2	17.00 / 4
A 0726-33	3x3 Frame Ast/3	EA	1/24	5.00 / 6	4.50 / 12	A 12-231	Bronze Sitting Dog	EA	1/12	19.00 / 2	17.00 / 4
A 0726-46	4x6 Frame	EA	1/18	7.50 / 6	6.75 / 12	A 12-243	Bronze Pair	PR	1/4	38.00 / 1	34.00 / 2
A 0726-57	5x7 Frame	EA	1/18	7.50 / 6	6.75 / 12	A 12-248	Bronze Monkey	EA	1/18	18.00 / 2	16.00 / 4
A 0736-35	3x5 Frame	EA	1/12	9.00 / 4	8.00 / 8	A 12-250	Bronze Candleholder	EA	1/6	39.00 / 1	36.00 / 2
A 0736-46	4x6 Frame	EA	1/12	11.00 / 3	10.00 / 6	A 12-251	Bronze Candleholder	EA	1/8	29.00 / 1	26.00 / 2
A 0737-46	4x6 Frame	EA	1/12	11.00 / 3	10.00 / 6	A 12-252	Bronze Candleholder	PR	1/10	24.00 / 2	22.00 / 4
A 0737-57	5x7 Frame	EA	1/12	13.00 / 3	11.75 / 6	A 12-253	Bronze Candleholder	EA	1/18	11.00 / 3	10.00 / 6
A 0738-57	5x7 Frame	EA	1/12	13.00 / 3	11.75 / 6	A 12-254	Bronze Sheep	EA	1/24	10.00 / 4	9.00 / 8
N 0740-33	Frame 3 X 3	EA	1/36	5.00 / 6	4.25 / 12	A 12-255	Bronze Frog Golfer	EA	1/12	18.00 / 2	16.00 / 6
N 0741-33	Frame 3 X 3	EA	1/36	5.00 / 6	4.25 / 12	A 12-256	Bronze Frog Caddy	EA	1/8	29.00 / 2	26.00 / 4
N 0742-46	Frame 4 X 6	EA	1/24	9.00 / 4	8.00 / 8	A 12-257	Bronze Fairy	EA	1/8	22.00 / 2	20.00 / 4
A 0935-46	4x6 Frame	EA	1/18	9.00 / 4	8.00 / 8	A 12-258	Bronze Card Holder	EA	1/24	11.00 / 3	10.00 / 6
A 0939-46	4x6 Frame	EA	1/24	7.50 / 4	6.50 / 8	A 12-261	Candleholder	EA	1/6	53.00 / 1	48.00 / 2
A 11-357	Candleholder S/3	SET	1/6	38.00 / 1	34.00 / 2	A 12-263	Elephant Finial	EA	1/3	80.00 / 1	73.00 / 2
A 11-367	Candle Holder Ast/3	EA	3/18	12.00 / 3	10.75 / 6	N 12-266	Figurine	EA	1/10	25.00 / 2	22.00 / 4
A 11-374	Votive Holder	EA	1/24	6.00 / 4	5.50 / 8	N 12-267	Ch Pair	PR	1/8	28.00 / 2	25.00 / 4
A 11-414	Log Holder	EA	1/1	76.00 / 1	69.00 / 2	N 12-268	Figurine	EA	1/8	30.00 / 2	27.00 / 4
A 11-416	Basket S/3	SET	1/6	38.00 / 1	34.00 / 2	N 12-269	Figurine W/dish	EA	1/6	30.00 / 2	27.00 / 4
A 11-417	Basket S/3	SET	1/6	62.00 / 1	56.00 / 2	N 12-270	Candelabra	EA	1/8	30.00 / 2	27.00 / 4
A 11-418	Basket S/2	SET	1/8	37.00 / 1	34.00 / 2	N 12-271	Figurine Ch	EA	2/8	25.00 / 2	22.00 / 4
A 11-419	Vase S/2	SET	1/6	32.00 / 1	29.00 / 2	N 12-272	Ch Pair	PR	1/6	29.00 / 2	26.00 / 4
N 11-427	Centerpiece	EA	1/4	34.00 / 2	30.00 / 4	N 12-273	Candelabra	EA	1/4	74.00 / 1	67.00 / 2
N 11-428	Tray	EA	1/12	16.00 / 3	14.00 / 6	N 12-274	Ch	EA	1/8	17.00 / 2	15.00 / 4
N 11-429	Tray	EA	1/4	34.00 / 2	30.00 / 4	N 12-275	Ch Pair	PR	1/6	34.00 / 1	30.00 / 2
N 11-430	Centerpiece	EA	1/4	34.00 / 2	30.00 / 4	N 12-291	Figurine Ch	EA	1/2	125.00 / 1	110.00 / 2
N 11-432	Basket	EA	1/12	15.00 / 3	13.00 / 6	N 12-292	Figurine	EA	1/4	48.00 / 1	44.00 / 2
N 11-434	Clock	EA	1/18	22.00 / 2	20.00 / 4	N 12-293	Figurine Ch	EA	1/4	56.00 / 1	50.00 / 2
N 11-435	Tray	EA	1/12	16.00 / 3	14.00 / 6	A 13-000	Hurricane Ast/3	EA	3/18	12.00 / 3	10.00 / 6
N 11-440	Ch S/3	SET	1/8	21.00 / 2	19.00 / 4	A 13-035	Planter S/3	SET	1/4	72.00 / 1	64.00 / 2
A 12-012	Bronze Dog	EA	1/24	15.00 / 2	13.50 / 4	A 13-048	Pitcher	EA	1/12	22.00 / 2	20.00 / 4
A 12-013	Bronze Cat	EA	1/24	14.00 / 2	12.50 / 4	A 13-119	Candleholder Ast/6	EA	6/48	4.00 / 6	3.50 / 12
A 12-017	Bronze Rabbit	EA	1/18	18.00 / 2	16.00 / 4	A 13-125	Candleholder Ast/6	EA	6/24	9.00 / 6	8.00 / 12
A 12-018	Bronze Rabbit	EA	1/24	16.00 / 2	14.25 / 4	A 13-145	Tray S/3	SET	1/4	54.00 / 1	49.00 / 2
A 12-037	Bronze Dog	EA	1/24	10.00 / 4	8.00 / 8	A 13-164	Candle Holder Pr	PR	1/12	16.00 / 2	14.50 / 4
A 12-043	Bronze Whippet Pair	PR	1/12	18.00 / 2	16.50 / 4	A 13-167	Planter S/3	SET	1/6	54.00 / 1	49.00 / 2
A 12-084	Bronze Dove Pair	PR	1/10	29.00 / 1	26.00 / 2	A 13-168	Figurine	PR	1/10	34.00 / 1	30.75 / 2
A 12-165	Bronze Angel	EA	1/8	23.00 / 1	21.00 / 2	A 13-177	Planter S/3	SET	1/1	120.00 / 1	108.00 / 2
A 12-166	Bronze Rattle S/3	SET	1/18	13.00 / 3	11.75 / 6	A 13-208	Charger	EA	4/24	6.00 / 8	5.25 / 16

Item #	Description	Item #	Description	Item #	Description
<input type="checkbox"/> 0337-33	3x3 Frame	<input type="checkbox"/> 12-195	Bronze Candleholder	<input type="checkbox"/> 13-823	Centerpiece
<input type="checkbox"/> 0338-46	4x6 Frame	<input type="checkbox"/> 12-230	Bronze Sitting Cat	<input type="checkbox"/> 13-827	Votive S/3
<input type="checkbox"/> 0339-46	4x6 Frame	<input type="checkbox"/> 12-231	Bronze Sitting Dog	<input type="checkbox"/> 13-834	Pillar Holder
<input type="checkbox"/> 0340-33	3x3 Frame	<input type="checkbox"/> 12-257	Bronze Fairy	<input type="checkbox"/> 13-841	Basket Ast/3
<input type="checkbox"/> 0341-46	4x6 Frame	<input type="checkbox"/> 12-259	Bronze Rabbit	<input type="checkbox"/> 13-846	Wall Sconce
<input type="checkbox"/> 0342-46	4x6 Frame	<input type="checkbox"/> 12-260	Hurricane S/2	<input type="checkbox"/> 13-875	Candleholder S/3
<input type="checkbox"/> 0648-00	Picture/card H			<input type="checkbox"/> 13-876	Planter S/2
<input type="checkbox"/> 0724-46	4x6 Frame			<input type="checkbox"/> 13-877	Planter
<input type="checkbox"/> 0725-33	3x3 Frame			<input type="checkbox"/> 13-878	Planter S/3
<input type="checkbox"/> 0736-35	3x5 Frame			<input type="checkbox"/> 13-879	Vase
<input type="checkbox"/> 0736-46	4x6 Frame	<input type="checkbox"/> 13-302	Leaf Trays S/2 -	<input type="checkbox"/> 13-880	Bucket S/3
<input type="checkbox"/> 0737-46	4x6 Frame	<input type="checkbox"/> 13-446	Candleholder Pair	<input type="checkbox"/> 13-930	Leaf Tray
<input type="checkbox"/> 0738-46	4x6 Frame	<input type="checkbox"/> 13-447	Candelabra	<input type="checkbox"/> 13-932	
<input type="checkbox"/> 0738-57	5x7 Frame	<input type="checkbox"/> 13-588	Leaf Dish	<input type="checkbox"/> 13-943	Hurricane
<input type="checkbox"/> 0739-46	4x6 Frame	<input type="checkbox"/> 13-591	Planter S/3	<input type="checkbox"/> 13-946	Bowl
<input type="checkbox"/> 0818-46	4x6 Frame	<input type="checkbox"/> 13-600	Centerpiece	<input type="checkbox"/> 13-947	Candleholder Pair
<input type="checkbox"/> 0917-46	4x6 Frame	<input type="checkbox"/> 13-690	Leaf Tray	<input type="checkbox"/> 13-948	Vase
<input type="checkbox"/> 0920-46	4x6 Frame	<input type="checkbox"/> 13-724	Planter S/2	<input type="checkbox"/> 13-952	Planter S/2
<input type="checkbox"/> 0921-33	3x3 Frame	<input type="checkbox"/> 13-745	Pillar Holder S/3	<input type="checkbox"/> 14-066	Wall Clock
<input type="checkbox"/> 0936-35	3x5 Frame	<input type="checkbox"/> 13-750	Planter S/3	<input type="checkbox"/> 14-072	Finial
<input type="checkbox"/> 0938-46	4x6 Frame	<input type="checkbox"/> 13-780	Pillar C H Pair	<input type="checkbox"/> 16-268	Moose
<input type="checkbox"/> 0939-46	4x6 Frame	<input type="checkbox"/> 13-785	Vase	<input type="checkbox"/> 16-281	Trumpet Vase
<input type="checkbox"/> 10-106	Pail S/3	<input type="checkbox"/> 13-788	Leaf Tray	<input type="checkbox"/> 16-313	3x3 Frame
<input type="checkbox"/> 10-130	Planters S/3	<input type="checkbox"/> 13-790	Candleholder Pair	<input type="checkbox"/> 16-345	Planter S/3
<input type="checkbox"/> 11-351	Stand - Fruit	<input type="checkbox"/> 13-791	Wall Vase	<input type="checkbox"/> 16-346	Vase
<input type="checkbox"/> 11-374	Votive Holder	<input type="checkbox"/> 13-802	Planter S/3	<input type="checkbox"/> 16-351	Candleholder Pair
<input type="checkbox"/> 11-415	Basket S/2	<input type="checkbox"/> 13-803	Vase Ast/3	<input type="checkbox"/> 16-354	Napkin Rings Ast/3
<input type="checkbox"/> 11-416	Basket S/3	<input type="checkbox"/> 13-813	Vase S/2	<input type="checkbox"/> 16-365	Candelabra
<input type="checkbox"/> 11-417	Basket S/3	<input type="checkbox"/> 13-814	Centerpiece	<input type="checkbox"/> 17-147	Pillar Holder
<input type="checkbox"/> 11-418	Basket S/2	<input type="checkbox"/> 13-815	Trumpet Vase	<input type="checkbox"/> 17-173	Votive Holder
<input type="checkbox"/> 11-422	Sconce	<input type="checkbox"/> 13-817	Vase	<input type="checkbox"/> 17-189	Jar
<input type="checkbox"/> 12-165	Bronze Angel	<input type="checkbox"/> 13-818	Vase	<input type="checkbox"/> 17-191	Canister S/3

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After this was introduced and became a daily posting to the website, backorders were dramatically cut and shows reps ceased sending orders for out-of-line items.



THE IMPORT COLLECTION

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Below is the info currently on file for you, please write corrections on this sheet and fax/mail it to me:

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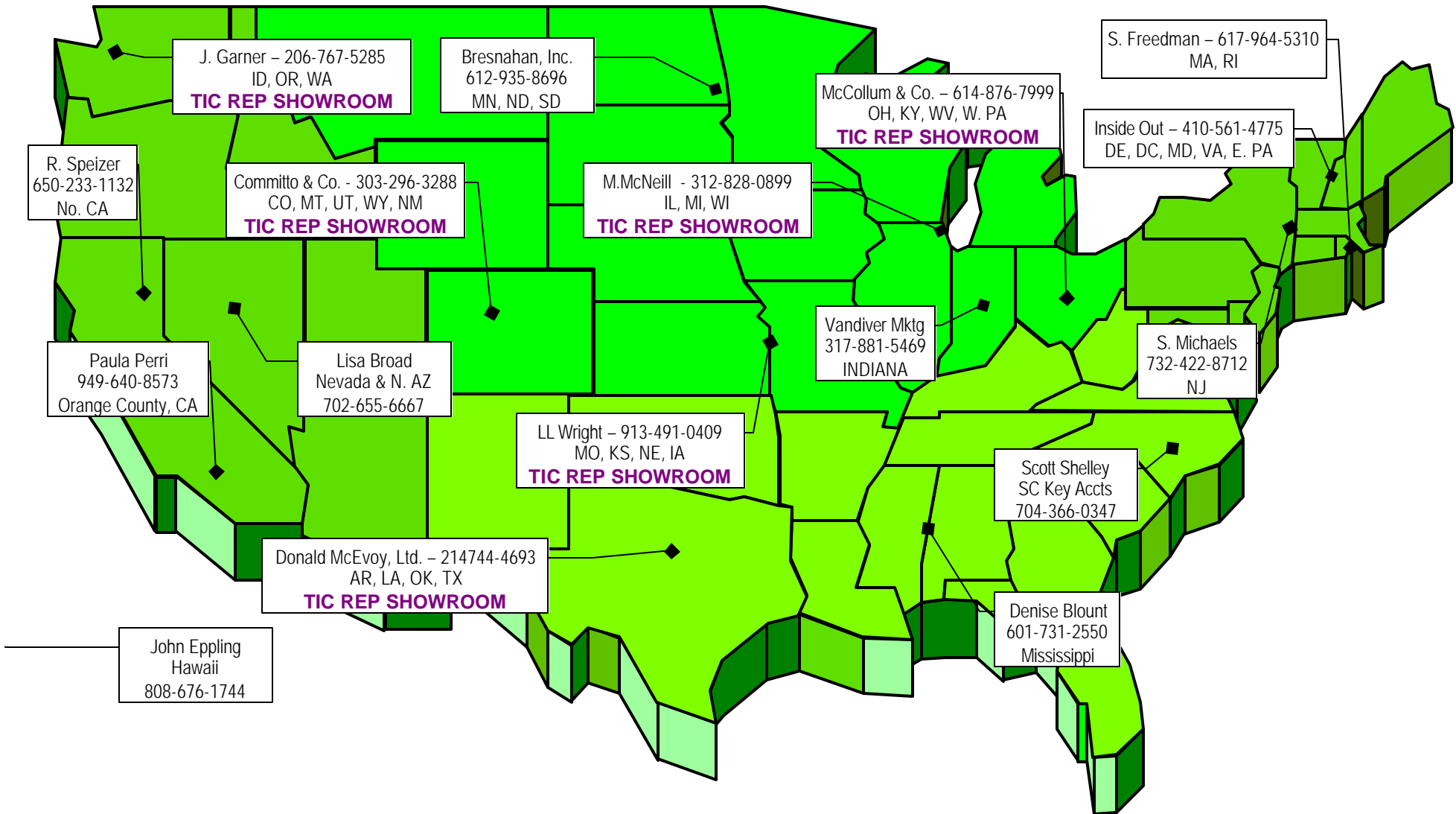
Once returned, I would then make sure unique needs and requests are followed up and notated in the database.

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Yes	No	Yes	No
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> I have received a Printed Price List OR
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> I have received my TIC Catalog CD
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Please send a Price List diskette IN
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> I printed my catalog from the TIC CD
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	(choose any/all)
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Excel <input type="checkbox"/> .csv <input type="checkbox"/> .txt <input type="checkbox"/> .tab FORMAT
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> I am using the TIC Catalog on a PC
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Please include a Discontinued Item Master
<input type="checkbox"/>	<input type="checkbox"/>	I want future Discontinued Updates to be:	
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> Faxed <input type="checkbox"/> Mailed <input type="checkbox"/> Emailed	
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> I need help installing/using the CD	
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> I am waiting for a Printed Catalog	
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/> I am waiting for a TIC Catalog CD	

Additional Comments:

TIC Sales Rep & Showroom U.S. Map



Created in Illustrator so that each block hyperlinked to that regional website, listing and/or contact info. Output also as an Acrobat .pdf, the map was added to the direct-mail arsenal for event-specific mailing pieces.