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Generally, payment is due "net 30 days" after the invoice date. Based upon Applicant's credit standing, DENNIS EAST may adjust such terms on a sale by sale basis. Applicant agrees to pay to DENNIS EAST an amount equal to 1.5% per month, or the highest rate permitted by applicable law, whichever is lower, on any payment considered past due until the full amount is collected. Applicant agrees to pay to DENNIS EAST all costs of collection, including reasonable atterneys' fees and expenses. Applicant agrees to pay a \$25.00 service charge and a \$10.00 handling charge for each returned check or denied credit card processed.

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- 4. All transactions between the parties shall be governed by and interpreted in accordance with the laws of Massachusetts applicable to contracts made and to be fully performed in such state. Choice of law rules that might apply any other law shall not apply. THE PARTIES WAIVE TRIAL BY JURY. The dispute resolution provisions in the TERMS OF SALE in effect on the date Applicant submits and order shall apply and require arbitration.
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# **Sales Rep Manual**

Siddappa N.Byrareddy



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