



## Custom Glass Color Program

In addition to standard glass color selections offered with each SkLO design, certain designs can be ordered with any of the 30 glass colors which make up the core of the SkLO glass color offering. Not all designs are available in custom glass colors due to the nature of their design. SkLO will confirm availability at the time of request.

### MINIMUMS

- Orders for custom glass colors must meet a minimum of **both** a value of \$5,000 MSRP (retail price) **and** a quantity of 5 mouth-blown pieces.
- Custom glass color orders under \$20,000 MSRP incur an additional 20% upcharge.

### PROCESS

- SkLO requires an RFQ (Request for Quotation) from the Customer identifying the product(s), quantities, the proposed custom glass color(s), and all other applicable standard finish and color selections for the product such as brass hardware finishes and fabric-wrapped electrical cord colors.
- If the RFQ meets the terms of the Program, SkLO will respond with an official Estimate, including estimated shipping costs and estimated lead time.
- Once an Estimate has been approved and returned to SkLO, the customer will be provided with a physical glass color sample for approval. Up to 5 different glass color samples can be requested to assist in determining the desired glass color for the order.
- Once a glass color has been approved by the Customer, SkLO will require a PO (Purchase Order) and deposit.
- Custom glass order terms are as follows:
  - 100% payment upfront at the time of order.
  - Custom glass color order lead times will be confirmed at the time of the order.
  - All custom glass color orders are final. No returns are allowed or accepted.

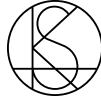
### TERMS

- Orders for custom glass colors must meet a minimum of **both** a value of \$5,000 MSRP **and** a minimum quantity of 5 mouth-blown pieces.
- Custom glass color orders under \$20,000 MSRP incur an additional 20% upcharge.
- The minimums and terms apply to each unique custom glass color, and each unique custom glass color product constitutes its own order (see exceptions below). Multiple custom glass colors cannot be combined or mixed to meet the minimums and terms. Custom glass colors cannot be combined within orders for in-line SkLO products.

# SkLO

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Each custom glass color order will be an individual unique order of product(s) and will have its own individual terms, deposits, approvals, lead times, etc.

Exceptions: Some SkLO products and/or sizes may be eligible to be bundled together to meet the minimums and terms within a single custom glass color order. Examples are different Light designs that use the same glass components (e.g. Drape Pendant and Stem 1X Pendant), Light designs with multiple size offerings (e.g. Float 1.0), or Object designs with multiple size offerings (e.g. Float Vessel, Bottle Vessel). SkLO will confirm if products or sizes are eligible for bundling at the time of the request.

#### INQUIRE

- Send custom glass color RFQs or questions to [us@sklo.com](mailto:us@sklo.com)
- Custom glass color requests beyond the scope of these terms are reserved for contract-scale projects and are accepted at the sole discretion of SkLO. Please inquire at [us@sklo.com](mailto:us@sklo.com)
- Sample kits of the entire available collection of SkLO glass colors are available. Please inquire at [us@sklo.com](mailto:us@sklo.com)

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