

2023

**LSA** LIGHTING  
SHOWROOM  
ASSOCIATION

Partnership Initiative

THANK YOU FOR BEING A LSA MEMBER!  
[lsamembers.org](http://lsamembers.org) • [@lsamembers](https://twitter.com/lsamembers)

# When showrooms and manufacturers work together, bright things happen.

The Lighting Showroom Association is committed to our industry's future where showrooms and manufacturers work to increase our bottom line, together.

Programs like the LSA Initiative only thrive when all parties work together. In an effort to continue and better our Initiative as the years continue, we respectfully ask that both showroom and manufacturer do their due diligence.

Showrooms, please ensure that all returns within our No Restock RGA program are truly resellable returns. Confirm that the items contain all parts, manuals, and would be in a condition your own customers would expect to receive upon purchase. Please also confirm prior to initiating the No Restock RGA program that your displays / market orders qualify your showroom for participation this year.

Manufacturers, please provide a notice to any showroom that does not provide eligible returns. Restock may apply, with warning. Showrooms are eligible for removal from this Initiative if they continue to provide ineligible returns. Please also be sure all of your sales agents are aware of this program.

Our intention with this Initiative is to better the relationship between manufacturer and showroom while increasing sales on both sides with a streamlined approach. Together, we can all do our part to increase the sales and margins of our businesses, one LSA Initiative at a time.

**LSA**

# 2023 LSA Partnership Initiative

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The 2023 Lighting Showroom Association Partnership Initiative is a commitment to provide the following benefits to LSA showroom members for the full 2023 calendar year:

## NO CHARGE RGA PROGRAM

### WITH DISPLAY COMMITMENT

For LSA showroom members who commit to the minimum number of displays (either current or new) as designated by each participating manufacturer in a single showroom will receive no restocking fees in 2023 when all of the criteria below are met:

- Showroom must be a member of the LSA
- Display requirement met for participating manufacturer (see next page)
- Showroom is to confirm condition of goods prior to shipping back to manufacturer.

#### PROCESS

RGAs must be requested per each manufacturer's standard process, noting the promo code #LSA2023. All items requested for return under this program must be in like new/unused condition. All packaging and parts must be in the box, and the box must be in good condition. It is each's showrooms responsibility to ensure items are in a resellable condition before returning. Once the return is approved, the showroom pays the return shipping freight to send the item(s) back as directed by the RGA.

#### TERMS

When the return is received, showrooms are to be notified of any negative condition issues of the return. If the return is not acceptable, the showroom will be charged a standard restocking fee and be issued a warning. Three violations of the return program by a showroom will result in the showroom's removal from the No Charge RGA Program with said manufacturer.

#LSA2023



IT IS TIME TO

# Support Our LSA Manufacturers

The following manufacturers have signed on to the LSA Showroom Initiatives for January 1 through December 31, 2023. Every participating manufacturer's individual display requirements are noted.

## CURREY & CO

7 DISPLAYS

[curreyandcompany.com](http://curreyandcompany.com)

## EUROFASE

MSP PARTNERS ONLY

[eurofase.com](http://eurofase.com)

## FANIMATION

ALL DEALERS - NO DISPLAY REQUIREMENT

[fanimation.com](http://fanimation.com)

## GOLDEN

12 DISPLAYS

[goldenlighting.com](http://goldenlighting.com)

## HUBBARDTON FORGE

12 DISPLAYS

[hubbardtonforge.com](http://hubbardtonforge.com)

## INNOVATIONS

10 DISPLAYS

[innovationslighting.com](http://innovationslighting.com)

## KUZCO

20 DISPLAYS

[kuzcolighting.com](http://kuzcolighting.com)

## MATTHEWS FAN CO

ALL DEALERS - NO DISPLAY REQUIREMENT

[matthewsfanco.com](http://matthewsfanco.com)

## SATCO-NUVO LIGHTING

18 DISPLAYS

[satco.com/explore/nuvo-decorative](http://satco.com/explore/nuvo-decorative)

## SAVOY HOUSE

20 DISPLAYS

[savoyhouse.com](http://savoyhouse.com)

## VARALUZ

12 DISPLAYS

[varaluz.com](http://varaluz.com)