

2022

LSA

LIGHTING
SHOWROOM
ASSOCIATION

Showroom Initiative

THANK YOU FOR BEING A PART OF THE LSA

*When a fixture and its light bulbs
work together, bright things happen.*

And just like that, we believe showrooms and manufacturers should work to increase the industry's bottom line, together.

Programs like our 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.

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.

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

THE 2022

LSA Partnership Initiative

The 2022 Lighting Showroom Association Partnership Initiative is a commitment to provide the following benefits to LSA showroom members for the full 2022 calendar year:

1

NO CHARGE RGA PROGRAM WITH DISPLAY COMMITMENT

For member showrooms who commit to a minimum of twelve (12) active SKUs on display in a single showroom will receive no restocking fees in 2022 when all of the criteria below are met.

CRITERIA TO MEET

- Showroom must be a member of the LSA
- Twelve (12) active SKUs on display per brand (either currently existing or purchased at Market to qualify; Sales agents are to confirm this requirement is met and submit a simple confirmation form).
- Showroom is to confirm condition of goods prior to shipping back to the manufacturer.

PROCESS

RGAs must be requested per each manufacturer's standard process, noting the promo code #LSA2022. All items requested for return under this program must be in unused/like new condition. All packaging and parts must be in the box and the box must be in good condition. It is each showroom's 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 back as directed with the RGA.

PARTICIPATION ELIGIBILITY

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 with 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.

2

\$5 DROP SHIP PROGRAM FOR SMALL PARCELS

LSA member showrooms will receive for 2022, a \$5 drop ship fee per small parcel drop ship box. No additional freight will be charged as long as the customer has qualified for a free freight day or meets other standard shipping term requirements. The \$5 drop ship fee applies for all small parcel items shippable via UPS/ Fed Ex on the showroom member's PO. Ship date in accordance with manufacturer shipping policy.

#LSA2022



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, 2022.*

ABRA

abralighting.com

ALORA

aloralighting.com

FANIMATION

fanimation.com

GOLDEN

goldenlighting.com

HUBBARDTON FORGE

hubbardtonforge.com

INNOVATIONS

innovationslighting.com

JAMES R MODER

jamesrmoder.com

KUZCO

kuzcolighting.com

MATTHEWS FAN CO

matthewsfanco.com

NUVO LIGHTING

satco.com/explore/nuvo-decorative

SAVOY HOUSE

savoyhouse.com

VARALUZ

varaluz.com



Initially a gathering of industry professionals on social media, the LSA is the grassroots, day-to-day support your lighting showroom needs.



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lsamembers.org • @lsamembers