



Specification Registration Form

For Outside Territories

Please complete the information below and email back to Quotes@pinnacle-ltg.com.

This information allows us to manage the project close, and properly award specification, order & territory credit.

REP INFORMATION:

Company: _____ Location: _____
 Contact: _____ Phone #: _____

PROJECT INFORMATION:

Name: _____ Location: _____

Please include name, location, contact & phone for below.

Note: The Location Representative in whose territory a job is located controls price. This is true regardless of where the specification originates.

Architect: _____

Engineer: _____

Lighting Designer: _____

Owner: _____

Specifier: _____

Approval Influence (check one): Specifier Owner Gen Contr Elec Contr Other:

Is project out for bid? Yes No

If no, when?

Are other manufacturers on this spec? Yes No

If yes, who?

SPECIFIED LIGHTING:

Fixture Type	Catalog Number	Description	Quantity	Budget Price

The Location Representative in whose territory a job is located controls price. This is true regardless of where the specification originates. It is the responsibility of the Specification Representative to inform the Manufacturer in writing of the fixture types, project location and budget information prior to bid time. The Manufacturer will share this information with the Location Representative immediately. The Location Representative is to consider the budget information supplied by the Specification Representative but ultimately controls the price for the project. Cooperation from both the Specification and Location Representation will be the key to a successful result for all parties. Thus, it is strongly suggested the Specification Representative to also contact the Location Representative directly. All disputes will be arbitrated by the Manufacturer.

Please note that specification registrations received after a project has shipped will be honored only at the discretion of a Vice President level or higher of the Manufacturer. Commission including overage splits will be as follows:

1. Fifty percent (50%) of all commission including overage shall be paid to the Manufacturer's representative responsible for listing Pinnacle products into a specification,
2. Twenty-five (25%) of all commission including overage shall be paid to the sales representative who places the order, and
3. Twenty-five (25%) of all commission including overage shall be paid to the sales representative in whose territory the Products will be delivered..

Pinnacle use only:

Date Received: _____ Sales Order #: _____ Received By: _____