

Technical Bulletin 35b

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Using a Credit Card for Net 30 Day Terms



PayPal

Air Options, Inc. does not extend net 30 day terms or credit to any of our dealers. While we recognize that net 30 day terms is an important component to the continued operation of any compressed air dealership, we are also aware that this practice is only necessary on very expensive products such as, but not limited to, air compressors, major replacement parts and large inventories.

Considering Air Options' product line is made up of fairly inexpensive components, providing net 30 day terms or extending credit is simply not necessary. This is especially true since Air Options drop ships virtually all of its products, which eliminates any need for dealer inventory.

For those dealers that require terms, Air Options recommends the use of an ordinary business credit card. These cards can be had for no annual fees and if the charge amount is paid off in 30 days, there is no interest applied. The transaction fee for the purchase, usually 2.4~3.5%, is paid by Air Options. It's a nearly ideal arrangement. Air Options receives payment at the time of the purchase and the dealer gets their net 30 day terms. In the event that the dealer needs more time, the credit card company simply applies an interest rate on the extended payments.

Can't use a credit card? Air Options also accepts PayPal which has an excellent program to extend credit to its users. These terms are for extended times and at more favorable rates than most credit cards. As of the date of this technical bulletin, items can be purchased through PayPal with 6 month terms for zero interest.

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