

# ***INDUSTRIAL DISTRIBUTOR POLICY***

An Industrial Distributor is an establishment that will purchase product for resale to the Industrial OEM or contractor.

A ***PRO TECH*** Industrial Distributor is an exceptional independent business that will accept only the best for themselves and their customers. A ***PRO TECH*** Industrial Distributor must make all employees available for on site product sales and application training to become an approved certified representative of the ***PRO TECH*** paint line.

There are **NO** large initial inventory requirements in order to become a distributor. Our highly trained factory representatives will work with you on an individual customer basis to get you the correct products that you desire. In the event you want to invest in stocking inventory, there are special credit terms available to qualified applicants.

**CREDIT TERMS** - Our standard policy is Net-30. Special Terms are available for opening stock orders. For orders of \$3,000.00 to \$6,000.00, a 25% down payment is required and you can make 3 equal payments. The first payment due by the end of the following month.

For orders over \$ 6,000.00, a 25% down payment is required and you can make 6 equal payments. The first payment is due by the end of the following month.

BLP Mobile Paints reserves the right to select it's customers and accept or refuse any order for any reason.

**FREIGHT POLICY** - All prices are quoted FOB Theodore, AL. Freight is allowed and prepaid on orders of 72 gallons within a 500 mile radius of our manufacturing location . Freight outside this 500 mile trade area will be handled on an individual basis.

Shortages or errors in billing must be reported within 10 days from receipt of shipment to secure adjustment.

We cannot be responsible after goods are delivered to the transportation company in the proper condition and signed for. If your shipment is short or shows signs of damage, have the agent for the transportation company make a notation of this on the freight bill. You are then in a position to properly file and collect your claim for shortages or damage.

**RETURNED GOODS** - We do not accept the return of merchandise without express written permission. If goods are returned because of our error, credit will be issued for the amount in which the goods were billed and freight charges allowed. Any other returns will be credited at the billed price but subject to a 15% handling charge as well as inbound and outbound freight charges.

Mixed colors or special manufactured products are **NOT** returnable.

A one time stock exchange will be allowed to replace slow moving merchandise with equal amounts of products that are being sold. Returned product must be unopened and in top sellable condition. This exchange must be completed within the first 6 months of the initial order. Distributor will be responsible for freight charges to send the product back.

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**SPECIAL EQUIPMENT** - Any special equipment that is desired such as a Tinting Carousel, One Gallon or 5 Gallon Shakers, Color Matching Computer, Line Testing Equipment or any other equipment can be purchased at our cost through our equipment department.

**ADVERTISING** - We will make available Point-of-Purchase signage to display either interior or exterior. We will furnish certificates for employees and for the facility once the training has been completed to certify the approval of becoming an Authorized **PRO TECH** distributor.

We will make available certain merchandising aids such as Hats, T-shirts, Cups, etc. for purchase at a discount price. All other advertising must be approved by Mobile Paint prior to its release.

**PRODUCT SAMPLING** - Requests may be submitted for credit on products given out for product demos. These requests must be accompanied by an invoice showing who the product was a demo for and a product test report stating the result of the product demo.

**SPECIAL ORDERS** - Where the product type, color or size is not shown, this may constitute a **Special Order**. In this case there will be a 100 Gallon minimum requirement in order to have this product or color made in the size that you require. Be advised that this may cause a delay in receiving your order. Special orders are subject to the condition that the order may be held until a production batch can be scheduled. You will be advised of the shipping date and price.

**PRICES ON REQUEST** - We manufacture literally thousands of different products and colors that may be available, but not in the **PRO TECH** line. We have available many U.S. Government and State specified products and specialized formulas for large industrial users such as Public Utilities, Railroads, Oil Refineries etc. Contact your local representative for any of these needs.

**SUNDRY ITEMS** - We offer a complete line of sundry items that are used in just about every industry. From paint suits, rags and hand cleaner to ladders, spray lubricant and tape measures. We will make available a catalog for you to order any of these items. We can provide just about any thing you need to service your customer.

**EQUIPMENT DEPARTMENT** - We will make available spray equipment and repair parts from manufacturers like Graco, Binks, Devilbiss, Wagner, and ITW. We have a complete repair facility for you to send spray units to for repair.