

WEILER DISTRIBUTOR VALUE PACKAGE

DISTRIBUTOR BENEFITS	GOLD	SILVER	BRONZE	REGISTERED
Loyalty Rebate	Up to 3% (1% per product category)	N/A	N/A	N/A
Annual Sales Growth Rebate	5% paid on growth	5% paid on growth	N/A	N/A
Marketing Development Funds	Available on request	Available on request	N/A	N/A
Co-Op Advertising Funds	Up to 1% prior year net shipments	N/A	N/A	N/A
Distributor Locator (weilerabrasives.com)	Yes	Available on request	N/A	N/A
End User Leads	Yes	N/A	N/A	N/A
DISTRIBUTOR PRICING	GOLD	SILVER	BRONZE	REGISTERED
Standard Price List Discount	60 + 10%	60 + 5%	60%	55%
Nylox	60%	60%	60%	55%
Access to Special Pricing Agreement (SPA)	Yes	Yes	Yes	No
QUALIFICATION REQUIREMENTS	GOLD	SILVER	BRONZE	REGISTERED
Opening Order Requirement	\$15,000 (Min. 3 categories at \$3,000 per)	\$7,500 (Min. 3 categories at \$1,500 per)	\$2,500 (Min. 3 categories at \$500 per)	N/A
Minimum Annual Invoices	> \$100K	> \$50K	> \$15K	< \$15K
Stocking Distributor	Yes	Yes	Yes	No
Showroom Merchandising	Yes (where applicable)	Yes (where applicable)	No	No
Trained Field Sales Force	Yes	Yes	No	No
Joint Business Plan	Yes	No	No	No
Brand Support	Yes	No	No	No
Monthly POS Reporting	Yes	N/A	N/A	N/A
DISTRIBUTOR POLICY	GOLD	SILVER	BRONZE	REGISTERED
Annual Inventory Adjustment	Yes	Yes	Yes	No
Freight Prepaid	\$500	\$500	\$500	\$900

Note: This document meant for reference only, refer to your specific Distributor Agreement for final terms and conditions.

GOLD PARTNER

DISTRIBUTOR BENEFITS	DEFINITION	ADDITIONAL DETAILS
List Price Discount	Base 60% discount off of list prices plus an additional 10% discount	Includes all product categories except Nylox
Loyalty Rebate	Receive 1% base rebate per Weiler product category supported up to 3%	Five available product categories: Bonded Abrasives, Coated Abrasives, Power Brush, Nylox, Maintenance (Minimum 20% or \$50k per category to qualify)
Annual Sales Growth Rebate	Receive 5% rebate on incremental growth over prior year	N/A for new Weiler distributors
Marketing Development Funds	Available on request to support joint marketing efforts	Requested through Weiler Sales Representative and approved by Director of Sales
Co-op Advertising Funds	Up to 1% of prior year net invoices	Refer to Weiler Co-op Advertising Program (Form WC-423)
Distributor Locator	Full location listing for all distributor branches at: www.weilerabrasives.com/where-to-buy and select the FIND NEARBY tab.	Submit branch location information through Weiler Sales Representative
End User Leads	Access to select end user leads generated by Weiler marketing campaigns	Leads provided through Weiler Sales Representative
QUALIFICATION REQUIREMENTS	DEFINITION	ADDITIONAL DETAILS
Minimum Annual Invoice \$	\$100K Annual net invoices of all Weiler products (excludes credits & returns)	N/A
Stocking Distributor	Distributor maintains adequate level of Weiler inventory	Distributor provides inventory report as requested Drop ship orders not to exceed 20% of total orders
Showroom Merchandising	Weiler product is adequately displayed in all distributor branches with a showroom	Refer to Merchandiser Brochure (Form WC749) for available options Annual site audit to be conducted by Weiler Sales Representative
Trained Field Sales Force	Distributor outside sales reps are trained on the Weiler product line	75% of distributor Outside Sales Representatives have received Weiler training within the past 18 months
Joint Business Plan	Distributor participates in joint business planning sessions on a quarterly basis	Quarterly Business Review meetings documented by Weiler Sales Representative
Brand Support	Distributor prominently displays Weiler brand on website, catalog, and other marketing materials	Use of Weiler logo and brand identity subject to Weiler Brand Style Guide available at www.weilerabrasives.com/Media_Kit
Monthly POS Reporting	Distributor provides monthly Weiler point of sales report	Monthly report provided by the 10th calendar day of the month to: posreport@weilerabrasives.com (refer to POS reporting guidelines)
Opening Order Requirements	In order to participate in each tier there is a minimum opening order requirement of 15% of the minimum annual invoice \$ amount. The 15% opening order must contain at least 20% in three categories.	If Gold with a minimum annual invoice of \$100,000 the buy in order would need to be \$15,000. This opening order needs to include 20% of the \$15,000 or \$3,000 each in three separate product categories totaling \$9,000. The remaining \$6,000 can be used for any products of choice from our catalog.

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SILVER PARTNER

DISTRIBUTOR BENEFITS		DEFINITION	ADDITIONAL DETAILS
List Price Discount	Base 60% discount off of list prices plus an additional 5% discount		Includes all product categories except Nylox
Annual Sales Growth Rebate	Receive 5% rebate on incremental growth over prior year		N/A for new Weiler distributors
Marketing Development Funds	Available on request to support joint marketing efforts		Requested through Weiler Sales Representative and approved by Director of Sales
Distributor Locator	Full location listing for all distributor branches at: www.weilerabrasives.com/where-to-buy and select the FIND NEARBY tab.		Submit branch location information through Weiler Sales Representative
End User Leads	Access to select end user leads generated by Weiler marketing campaigns		Leads provided through Weiler Sales Representative
QUALIFICATION REQUIREMENTS		DEFINITION	ADDITIONAL DETAILS
Minimum Annual Invoice \$	\$50K Annual net invoices of all Weiler products (excludes credits & returns)		N/A
Stocking Distributor	Distributor maintains adequate level of Weiler inventory		Distributor provides inventory report as requested
			Drop ship orders not to exceed 20% of total orders
Showroom Merchandising	Weiler product is adequately displayed in all distributor branches with a showroom		Refer to Merchandiser Brochure (Form WC749) for available options Annual site audit to be conducted by Weiler Sales Representative
Trained Field Sales Force	Distributor outside sales reps are trained on the Weiler product line		75% of distributor Outside Sales Representatives have received Weiler training within the past 18 months
Opening Order Requirements	In order to participate in each tier there is a minimum opening order requirement of 15% of the minimum annual invoice \$ amount. The 15% opening order must contain at least 20% in three categories.		If Silver with a minimum annual invoice of \$50,000 the buy in order would need to be \$7,500. This opening order needs to include 20% of the \$7,500 or \$1,500 each in three separate product categories totaling \$4,500. The remaining \$3,000 can be used for any products of choice from our catalog.

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