



5610 Memorial Ave N Ste 1,
Oak Park Heights,
MN 55082
Ph: 651-342-1459
Cell: 651-214-3864

Stocking Distributor Pricing Policy February 20, 2020 (2,20,2020)

Level 1: is a Small distributor that occasionally orders 1 or 2 machines per order. Level 1 will receive a **15%** discount.

Level 2: is a Small to medium distributor whose initial stocking order is for 5 machines and orders replacement inventory on a regular basis. Level 2 will receive a **20%** discount on all orders.

Level 3: is a medium size distributor whose initial stocking order is for 20 machines ("mix and match") and orders replacement inventory of 6 or more machines on a regular basis. Level 3 will receive a **26%** discount on their 20 machine orders. **23%** discount for orders of 6 or more, and **20%** discount on orders of less than 5 machines.

Level 4: is a medium to large distributor who orders full pallets of the same SKU for their stocking order. Full pallet orders will receive a **30%** discount, **26%** discount for "mix and match" orders of 20 machines, **23%** discount for orders of 6 machine, and **20%** discount on orders of 5 or less machines.

Level 5: is a large distributors who orders full container loads. These distributors will receive larger discounts and will be offered individualized sales and service agreements.

Distributor's levels will be evaluated for up or down grades every 6 months.

All discounts are based on the "Minimum Advertised Price" as shown on the Weldpro web-site.

Demonstration equipment will enjoy a 30% discount and extended terms. Demo equipment is limited to 1 type of machine per store location. Please note that the demo equipment policy will be detailed under a separate document.

Level 4 distributors may opt to receive their discount as a rebate or a combination of rebate and discount.