

OPTION 1

2019 VENDOR AGREEMENT 7/1/19 – 12/31/19



- From BB2 Pricing to WD -21
- PAYMENT TERMS
 - 2% 30 NET 31
 - \$ 5,000 = 2% 30/60/90
 - \$10,000 = 4% 30/60/90

2019 NATS BACK HALF REBATE PROGRAM JULY 1, 2019 - DEC. 31, 2019

REBATE	% GOWTH	% PAYOUT	Notes
GROWTH REBATE LEVELS	Must be flat or equal to last years back half product shipment dollars.	3%	All levels are based of growth over 2018 back half shipments. (July 1, 2019 - Dec. 31, 2019.) Payments are back to dollar one on the back half shipments of 2018. The levels are not cumulative. The percentage at each level will be the payout for the backhalf of 2019.
	(5%) growth over last years back half product shipmnet dollars.	4%	
	(10%) growth over last years back half product shipmnet dollars.	5%	
	(15%) growth over last years back half product shipmnet dollars	7%	

- \$20K to qualify for the Rebate / CO-OP program.
- Annual CO-OP is 2% of Previous Years Sales – Sunex pays 50% of Invoice once approved.
 - (THIS IS THE SUNEX CO-OP POLICY INDIVIDUAL ACCOUNTS)