



Engineered Specialties, LLC 6111 Mill Creek Drive Auburndale, WI 54412 (800) 954-3310 fax: (715) 869-6047

Industrial Stocking Distributorship Terms of Sale & Program

5 total pages enclosed: Program Overview, Terms of Sale & Industrial Freight Program

Industrial Stocking Distributor: Under our INDUSTRIAL STOCKING DISTRIBUTOR price level, the following is anticipated:

Rapidair/Maxline/Accessories: \$2,000 Minimum Opening Order Value

Fastpipe: \$6,000 Minimum Opening Order Value

NO MINIMUM QUANTITIES; We require a minimum opening order noted above, this is to insure you have stock for referrals. This Pricing program is set up for you to sell on your website, or at your B&M location, and to monitor integrity of the Rapidair Brand, is not designated for third party selling programs (Craigs list, E Bay, Amazon, etc). Please see MAP Policy on Page 3.

Rapidair Distributor Portal *CURRENTLY UNDER CONSTRUCTION*****

Once you are approved, you will be given a Username and Password to log into the portal. Here you will have full access to your Price Lists, Videos, Product cut sheets, Branding and Logos, Product images, Quoting Tools, Signage and more.

You can also get estimates and place orders quickly and efficiently thru the Distributor portal. Everything you need can be found here, along with direct access to our LiveChat Techs that can answer any questions with no waiting.

Shipping: We do offer a **FREE Freight Program** which is described on pages 3 and 4.

We can also do drop shipments. We encourage you to use our carriers to ship the rigid aluminum FastPipe in 20 ft. sections, as some carriers are better when it comes to quality, freight handling and risk of loss during transit. We can provide shipping quotes for LTL shipments which are good for 30 days. For small package shipments, all component weight & dimensions are in the price sheet, for you to calculate small package ship costs. We can either pre-pay and add shipping, or we can use your collect or third-party UPS or Fedex Accounts without adding additional handling/drop ship fees.



Industrial Distributorship Terms of Sale

Full Terms of sale can be found at www.rapidairproducts.com

Returns: As a distributor, we are anticipating repeat projects, and would not expect a large amount or frequent returns. However, we know that there are times when returns are necessary, so we adapted the returns policy to make it more conducive to distributors. Returned products, as defined, are accepted within 3 months of the sale date. To make a return, go to our website under contact and follow the returns instructions. Below are considerations for returns.

Returns: Eligible products may be returned for credit within 90 days of the original sale date. There will be a 20% restock fee on eligible returned items, unless specified otherwise, in writing, from Seller. Items not eligible for return are: -Fastpipe Rigid Aluminum Pipe -Rapidair or Maxline coiled tubing -parts leftover from a "kit" -Installation tools such as tool kits, wrenches, straightening or bending tools, deburr tools, pipe sealant -Custom ordered components or drop shipped items from the manufacturer Return credit will be in the form of a product credit on a future order. This may be paid out at the end of the calendar year in the form of a check.

Your company, however defined to us, as a stocking location and/or an installer, will be given referrals for potential customers who contact us looking for Rapid air products or installers in their area. Hopefully, they will bless your business but if your workload doesn't permit, or if the referrals are not in the scope of your industry, they are completely at your discretion.

Your pricing does not go into effect until you place your first order with us. For your first order ESPECIALLY, make sure you submit it with your discounted pricing, to info@rapidairproducts.com. This will ensure we get your pricing set up correctly in our system. If your first order is not set up properly with discounted pricing, it runs the risk of processing at full list price. If that occurs, the only correction is a product credit towards a future purchase.

Please feel free to contact us at any time, for tech support, questions, etc.. Ideally, we would like to visit your company as time and travel permits. At a minimum, we would like to check in with you with a phone call at least once a year for a quick call to find out if you have any needs, suggestions, or concerns about anything, and to review your company's account.

We are so grateful for your interest in Rapid Air Products, we are looking forward to working with you.



Webstore/E-Commerce & Published MAP Policy

effective 6/1/2020

Engineered Specialties and RapidAir are dedicated to having the very best quality and innovation in compressed air piping systems. Similarly, we only want to ensure that our retail partners also can offer the best products from us to their customers while maintaining the profits needed to run an enduring business.

We expect our retail partners to stay at or above the MAP levels below for our most common products.

While it is the right for each retailer to disregard this policy and offer our products at any price, we also have the right to choose where and through whom to sell our products. We wish to do business with retailers who are aligned with our goal of offering prices that will support the brand and provide sufficient margin for our retail partners.

The MAP only applies to the current items we identify below. This is subject to change without notice.

90500: _\$85.99_

M3800: _\$169.95_

M7500: _\$199.99_

M7580: _\$459.99_

F28070: _\$414.95_

F28090: _\$549.99_

F28235: _\$999.99_

We will act as follows in support of this above policy:

1. If a retailer offers an item below MAP other than as part of an Engineered Specialties / RapidAir sponsored discount or promotion, we will typically send a written notice reminding the retailer of the policy and request compliance.
2. If the retailer disregards written reminders and remains below MAP, other than for part of an Engineered Specialties/ RapidAir promotion, we may in discretion stop supporting that retailer's marketing efforts and/or stop offering some or all of our products to that retailer, or end the relationship entirely.
3. We will consider a retailer's adherence to its pricing policy as an important factor among many when evaluating the relationship with that retailer.
4. This is not an agreement between Engineered Specialties / RapidAir or any retailer. We have unilaterally adopted this policy to support our brand and will not negotiate specific retail prices or remedies with individual retailers. We will consider the advertised price to be the price offered on any website or digital media or similar publication. On-shelf only promotions are allowed in store only and are not part of this policy.
5. When RapidAir products reach a retailer through a distributor, we expect the distributor to uphold its standards to this same MAP policy.



Industrial Stocking Distributorship Freight Program (page 4 of 5)

Orders must meet our defined criteria below to qualify for our Free Freight Program.

- Applies to products on MAXLINE DIST PRICE LIST, ACCESSORIES DIST PRICE LIST & FASTPIPE DIST PRICE LIST. **NOT INCLUDED in the FREE FREIGHT PROGRAM: 4 & 6" piping/fittings**
- Ships complete (backorders subject to hold to ship complete, or pre-pay and charge ship cost on backorder)
- Delivers to a commercial location in USA 48 continuous States. **Delivery Accessorial's are not included** in the Free freight program and will be charged additionally. Examples: Residential locations, limited access locations (churches, military, airports, security gate checkpoints, schools/municipal, lift gate needed, call ahead notification needed, construction sites), farms or businesses located at residences.
- Order ships with our carrier, standard service/transit time. Expedited shipments don't apply.
- \$4,000 min order for products on price sheets unless otherwise noted, EXCEPT FastPipe pipe and 2" Maxline tubing, see below.
- FastPipe and 2" Maxline (excessive Length) Meets minimum order \$, for designated location region, see map for details. Cont. page 5.

