

Confidential



ABC COMPANY

Supplier Contract

ABN 00 000 000 000

Review # 0 Period From 1/07/2010 to 30/06/2011

Supplier address 123 Hardware Lane
Postal address as above
Phone 03 9300 1234 Fax 03 9300 6789
Website www.website.com.au

Primary Contact

Name John Smith
Position Manager
Email 123@website.com.au
Mobile 0411 300 600

Secondary Contact

Name Carol Smith
Position Marketing Manager
Email 345@website.com.au
Mobile 0411 300 601

State & other Contacts

Table with 3 columns: State, Name, Contact No. Lists contacts for VIC, TAS, NSW, ACT, SA, WA, NT, QLD.

Table with 2 rows: Brand(s), Category

Discount Structure / notes

Price list & discount structure attached

Rebate Summary

Table showing Group Rebate (5%), Member Rebate, and Volume Rebate Levels 1, 2, and 3 with their respective rates and thresholds.

Group rebate is paid on monthly purchases. Volume rebate is paid on achieving target/s at conclusion of trading term.

Standard Trading Terms

30 days

Early Settlement Period

Early Settlement Discount

Returned goods policy.

Goods Return Authority Required

Yes / No Yes

Restocking Fee

5%

Comments:

Freight/Delivery Details

Min Order :-

Table showing Min Order for various regions: VIC Metro, VIC Country, QLD Metro, QLD Country, TAS Metro, TAS Others, NSW Metro, NSW Country, ACT, SA Metro, SA Country, NT Metro, NT Country, WA Metro, WA Country.

FIS = Free into Store



### AIS Core Supplier Requirements

- 1. Be prepared to offer accounts to all A.I.S. member stores providing they meet your trading terms.
- 2. All A.I.S. member stores are able to access the best possible offers to the Group.
- 3. Deliveries are to be F.I.S subject to a minimum order value.
- 4. You may provide a minimum order value but only for FIS otherwise no minimum order value shall apply. Equipment spare parts to have no minimum order value.
- 5. Products with bar coding are preferred.
- 6. Supply to member stores will not be terminated without prior consultation with AIS
- 7. Provide regular contact with all member stores by a supplier representative. This is considered important.
- 8. Product information and price lists must be provided direct to all member stores & office kept up to date on any changes.
- 9. All sales to AIS member stores and branches must be submitted by the approved supplier to AIS by the 7th of the following month for inclusion in each monthly accumulated sales summary for purposes of calculating both Group Rebates and Volume Rebates.
- 10. Provide all details of credit terms, warranties and any special conditions regarding sale of products at the time of submission.
- 11. Warranty conditions to include supplier payment of freight both ways on supplier approved warranty claims.
- 12. Payment of a Group rebate fee of an agreed percentage to A.I.S. Head Office.
- 13. Payment as per trading term specified on the AIS Supplier Contract.
- 14. The consideration of volume rebates to increase sales of your products with an agreed target set and a rebate percentage applied to this figure. These can be multi tiered.
- 15. If option 13 above is offered, you acknowledge that the first year's volume rebates will be calculated on a pro-rata portion of the year that you were contracted. Such pro-rata portion shall be effective for the first full month from acceptance of this agreement.
- 16. Be prepared to advertise in quarterly catalogues, product guide & other marketing materials as invited.
- 17. All products advertised in the catalogue are to be at a special price beyond normal discounts offered for the duration of the catalogue and these products will be available at least 2 weeks prior to the catalogue start date and 2 weeks after its completion .Where possible these products are to be FIS for the duration of the catalogue subject to minimum order requirements.
- 18. You must ensure adequate stock levels for catalogue promotional products, for the period of the catalogue.
- 19. You agree **not** to use the AIS Trademark for **any** purpose including promotion of products or special deals to our members or promotion to apprentices without the express written permission of Australian Industrial Supplies Ltd.
- 20. No products shall be advertised in the AIS Quarterly Catalogue unless sales figures are included in both Group rebate and Volume Rebate Sales summaries submitted to AIS
- 21. No products shall be supplied to AIS stores or advertised in the AIS Quarterly Catalogue unless they comply with all relevant Australian Standards
- 22. Your staff must keep confidential all dealings with AIS and not disclose to other parties any sensitive information including but not limited to group or member purchases, pricing, discounts and rebates.All individual member store purchase figures must remain confidential and shall only be disclosed to that member store, the AIS Head Office or to a current AIS Board member. Any disclosure of confidential information including one members purchase figures to another AIS member store will be viewed seriously and may result in termination of this agreement.
- 23. You do not sell your products direct to end users. This may exclude OEM products.

*If unable to comply please explain:*

**Supplier agreement**

*I agree to the terms and conditions as specified in the Core Supplier Requirements*

Australian Industrial Supplies Ltd. - Core Product Supplier Contract		
<u>Supplier Name Print</u>	<u>Date</u>	<u>AIS Name</u>
..... <u>Supplier Signature</u>		<u>AIS Signature</u>