



HOW TO QUALIFY FOR WHOLESALE PRICING

Welcome to The Hollander Group Fusing Catalog. Our selling policy is strictly wholesale to the trade only. That means we are a business that sells only to other business in our related field. This brings up an interesting, if not difficult question. What defines a business? Webster's dictionary defines a business as "employment; profession; vocation; any occupation for a livelihood." We agree with that definition and that is what you must be in order to qualify for wholesale pricing with the Hollander's Group. Please submit the following documents to sales@hollanderfusingcenter.com or fax to 713-462-3646.

- Wholesale Application which is available on line at www.hollanderfusingcenter.com
- Copy of Resale or Tax Exempt Certificate (Business license for State requiring and Canada)
- Evidence indicating your involvement in a professional business. For example: business card, letterhead, business phone listing, yellow page ad and/or website, business checks.

Wholesale applications are reviewed within 2-3 business days of receipt. You may be requested to provide additional information in order to receive a Wholesale Approval Account. Note: The Hollander Group reserves the right to deny or revoke wholesale account status as deemed necessary.

MONEY MATTERS

All first time orders for glass and supplies must be a minimum of \$600.00. There are no minimum for Schools and Professional Instructors. All orders must be pre-paid or paid for at time of pick up. All glass and supply orders thereafter must be a minimum of \$100.00. A minimum of \$500.00 in annual purchases will be required to maintain an active customer account, failure to maintain this level will necessitate re-application. You may apply for a Net 30 Day open credit account. Please allow 4 to 6 weeks for processing. Interest will be charged on open accounts with any balances past 30 days at a rate of 1-1/2% per month (18% APR). Hollander's accepts cash, checks or major credit cards as payment. A \$ 30.00 service fee will be charged for all NSF checks.

DISCOUNT & PRICING POLICY

In business, nothing speaks louder than the bottom line!

We reward our loyal customers with the *Hollander Frequent Buyer Program* where your consistent patronage and volume buying is rewarded with increasingly better pricing, therefore higher profits for you. All opening orders of \$600.00 will begin at

LEVEL 1 pricing

<p>LEVEL 2 PREFERRED CUSTOMER</p> <p>When you purchase at least \$6,000 with in a calendar year you will advance to second best, Level 2 pricing on each and every purchase you make. (Minimum order required)</p>	<p>LEVEL 3 ADVANTAGE CUSTOMER</p> <p>When you purchase at least \$18,000 with in a calendar year you will advance to third best, Level 3 pricing on each and every purchase you make. (Minimum order required)</p>	<p>LEVEL 4 COST PLUS CUSTOMER</p> <ul style="list-style-type: none"> • When you purchase at least \$24,000 with in a calendar year you will receive: • Absolute Best Pricing available on every purchase. • No boxing or pallet charges on truck shipments of \$5,000 or more. • Additional 5% discount on periodic specials.
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