

Dealer Policies Summary

Walch Education develops and publishes high-quality, practical teaching tools at an attractive price. This document summarizes the policies we have developed to make our relationship with our dealers fair and rewarding for both parties. Additional policies and terms will be described in your Dealer Agreement. **Policies, prices and discounts are subject to change without notice.**

Effective 1/1/09

DEALER DISCOUNTS		
Dealer Type	Net Sales (per calendar yr.)	Discount (from MSRP)
Standard	Up to \$4,999	40%
Preferred	\$5,000–\$34,999	50%
Select	\$35,000–\$99,999	52%
Elite	\$100,000 and above	55% and separate agreement

All accounts will be reviewed annually.

- Terms** Net 30 days once credit application is approved. Walch Education reserves the right to charge 1.5% on all accounts past due. When ordering on demand without credit application, 40% and prepay will apply. In order to receive a dealer discount, resellers **MUST PROVIDE** a reseller certification.
- Shipping** Walch Education ships available products five to ten business days after order entry via UPS and FedEx. If you do not have a collect number, the shipping charge will appear on your order. Drop shipments are also available.
- Drop Ship** Walch Dealers may request Walch to drop ship product to their customer. Under certain circumstances an additional charge of up to 15% of MSRP may be required.
- Catalogs** For dealers producing their own catalogs, Walch Education can provide product copy, samples, and digital images.
- Pricing** Walch Education’s MSRP is provided once a year in the third quarter. Prices are subject to change without notice.
- Nonproprietary Product** We distribute a select group of materials from other suppliers. Our discount does not apply to these products, and they will be listed at full price.
- Agreement** All dealers and distributors are responsible for meeting all sales tax obligations in the states where their business is conducted. We agree to offer support through our staff to help you increase sales of Walch publications. We will also provide you with promotions and special offers to help build sales. Although, we anticipate a successful relationship with our dealers and distributors, either party can terminate this relationship with 30 days written notice.
- Elite Dealer** Elite Dealers receive special promotions throughout the year, one-on-one support, and extra discounts off. Walch Education also provides separate agreements for Elite Dealers, meeting the needs of those dealers for the following year.