

BULLARD) ABRASIVES®

EXCLUSIVE

PRIVATE
LABEL
PROGRAM

Build Your Brand

Marketing Independence

Enhanced Profitability





GET STARTED TODAY

Just send us the following and we will get started:

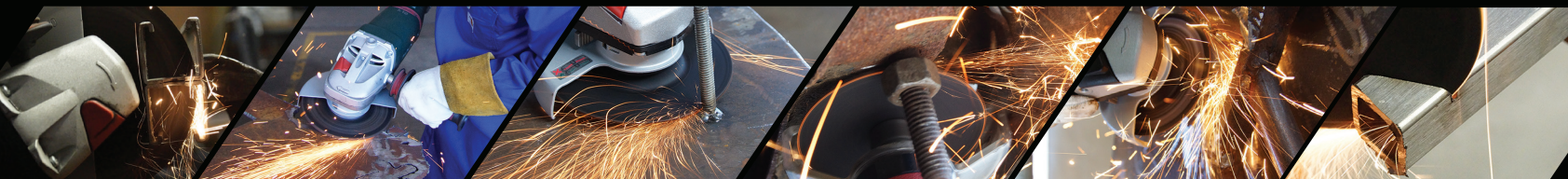
- Private Label Manufacturing Agreement
(download at www.bullardabrasives.com)
- Your Logo, Brand Colors, Typeface, Fonts, etc.
(to depict your business personality)

Which product(s) would you like to offer to your customers as private label?

Once you provide Private Label Manufacturing Agreement, we will get started on the Design Phase of your private label brand. Throughout this initial design phase, the process of design is from concept to completion working directly with our Creative Team to exceed your expectations and to enhance your brand design. You will also need to provide Part Numbers and Barcode information as this design phase progresses.

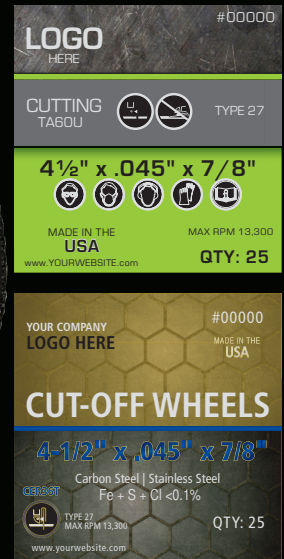
We will provide you with:

- Three (3) different private label design layouts to choose from with coordinating box labels WITHIN 24 HOURS - GUARANTEED!
- Our creative team will work with you to make revisions and/or changes to meet your satisfaction.
- Once initial design phase is complete, approval forms will be sent to initiate the next phase in the process - sending the design layout to the printer and final proofs will be forthcoming for product(s) that you want to offer with your private brand.



"Strive not to be a success but rather to be of value."

- Albert Einstein



THE DETAILS

Sample Wheel Blotters and Box Labels shown are for illustration purposes only.

PRODUCT OFFERINGS:

Products listed are the standard offering for distributors. All Bullard products are available for private branding. Prices and minimum order quantities for those outside this standard offering are determined on a case-by-case basis.

WHEEL BLOTTERS:

All customized wheel blotters are pressed and cured into the wheels with the exception of specific products that wheel blotters are printed on white paper PSA and are added to the disc such as with flap discs and some finishing products. All customized wheel blotters require signed customer approval. Certain industry standards such as warning and icon information are required and used at our discretion.

BOX LABELS:

All customized box labels are full color and are designed to compliment your brand to match the wheel blotter design of your choice. Box labels are also subject to the same approval procedures as wheel blotters.

MINIMUM ORDER QUANTITIES

- 1000 pieces..... 3" - 6"Cut-Off Wheels - T1 and T27
- 500 pieces 7" - 9"Cut-Off Wheels - T1 and T27
- 250 pieces 12" - 16"Cut-Off Wheels - T1
- 500 pieces 4-1/2" - 9"Grinding Wheels - T27
- 500 pieces 4-1/2" - 9"Combo Cut/Notch/Grind - T27
- 500 pieces 4-1/2" - 7"RapidGRIND™ - T29M
- 200 pieces 4-1/2" - 7"Flap Discs - T27 and T29

PACKAGING:

All prices are based on standard Bullard packaging as listed in our product catalog. Additional charges will apply for non-standard packaging.

PRICES:

The prices at which Bullard shall sell and the Customer shall buy the Private Label Products are set forth in the Customer Quotation Form to be submitted. All required fees (See Pre-Production Design Sample Services) shall be paid in advance prior to commencement of work. Unless otherwise agreed, all prices are subject to change from time-to-time, including but not limited to, any increase in the actual cost to Bullard of the packaging, labels or raw materials used to manufacture the abrasive products.

Customer is required to purchase pre-production design sample services at a cost of Two Hundred Fifty Dollars (\$250.00) (set of three wheel blotters and box label custom design work) before any private label work commences. This cost of pre-production design services will be applied to the first initial order amount in the form of a credit. If an order is not placed, the design service cost of \$250.00 is non-refundable.

Prices listed in Customer Quotation Form are net per wheel. No additional costs will be charged for final blotters and box labels for all private label products.

TERMS:

2% 10 days, Net 30 days.

LEAD TIME:

Deliver is 10-12 weeks for initial order. Allow 4-6 weeks for subsequent orders.

FREIGHT:

Freight is prepaid on orders exceeding \$1000.00. All other orders are freight collect.

LIABILITY:

Bullard Abrasives provides a Certificate of Insurance upon receipt of initial order. Standard ANSI Code B7.1 rules apply and violation can nullify the certificate.

RETURNED GOODS:

Bullard Abrasives provides a Certificate of Insurance upon receipt of initial order. Standard ANSI Code B7.1 rules apply and violation can nullify the certificate.

We continue to strive to be your *"greater than"* manufacturer!

Innovation is nothing without customer benefit.

That's why we make sure all our efforts translate into competitive advantages for you and your growing business.

BULLARD ABRASIVES is proud to present our Private Label Program to build YOUR brand.

BRANDING

It is the personality of your business.
It is your promise to your customers.

It tells your current customers
who you ARE
who you WANT TO BE
who people PERCEIVE you to be
WE ARE THE EXPERTS!

We are not just pretty to look at.

WHY

Private Brand with us?

Build Your Brand

Exclusivity

Enhanced Profitability

IT'S ALL IN THE PRESENTATION

Designs guaranteed to match your current branding. We design your wheel blotters and box labels based on your logo, colors and information provided as well as our research conducted into your brand identity.

PRIVATE LABEL PROGRAM ADVANTAGES

Product Control
Marketing Independence
Personalized Brand



BULLARD ABRASIVES®