



## 2016 Distributor Preferred Partner Program

Dear Hydro-Rain Distributor,

Enclosed is the Hydro-Rain Distributor Preferred Partner Program for 2016. Preferred Partner Program participants will receive:

- Discount of 50/10/10 on all Hydro-Rain Products
- Discount of 50/10 Pricing on all Orbit Products
- Freight Prepaid minimum of \$1,200

In addition to the above Partner Program benefits, Preferred Partners receive:

### **Early Order Program (EOP) Participation**

As a Preferred Partner, place up to four early orders to ship between January 1, 2016 and June 1<sup>st</sup>, 2016.

Choose either 60 Day Payment Terms OR 2% On-invoice Discount

Order minimum of \$2,500 each. Orders must be received no later than December 31<sup>st</sup>, 2015. Please indicate EOP Option (Dating or Discount) in the notes section of your PO. EOP Dating is subject to Hydro-Rain credit approval. Orders for multiple ship to locations must ship on the same date and are subject to the order minimum per ship to location.

### **Volume Order Discounts**

Earn generous discounts on high volume products when ordered in pallet quantities.

HRC 100 Controllers            3% on invoice discount for full pallet quantity (180 units)  
   2% on invoice discount for ½ pallet quantity (90 units)

HRV-100 Valves                3% on invoice discount Full Pallet Quantity (504 units)  
HRJ-100 Valves                3% on invoice discount Full Pallet Quantity (756 units)

PVC-Lock                        8% on invoice discount for single orders above \$2,000

Blu-Lock                         3% on invoice discount for single orders above \$3,000

Discount will be reflected on invoice as a promotional discount.

## **Growth Rebate Incentive**

Grow your purchases above your baseline and receive the following rebate:

Growth Over Baseline	Rebate Earned
10%	2%
15%	3%
20%	4%
Above 25%	8%

Rebate Baseline will be provided by your Hydro-Rain Account Manager.

### **Rebate Conditions:**

- Rebate based on purchases from January 1, 2016 through December 31, 2016.
- Rebate will be calculated on Hydro-Rain net purchases (Sales>Returns). Orbit product purchases do not qualify for rebate program.
- Maximum rebate earned is 10%.
- All distributor acquisitions in 2016 will considered separate accounts for the remainder of the program period.
- Consolidation of orders with other distributors will result in forfeiture of rebate.

### **Partner Program Participants**

Preferred Partner Program level is for distributors purchasing over \$25,000 and up to \$75,000 annually.

### **Program Period**

The Preferred Partner Program will begin with orders shipped on January 1<sup>st</sup>, 2016 and will include all orders shipped no later than December 31<sup>st</sup>, 2016.

### **Pricing and Program Changes**

Hydro-Rain Partner Program will be priced according to the 2016 Price List. Hydro-Rain reserves the right to change any pricing and/or program terms with a 30 day notice.

If Hydro-Rain receives orders with incorrect information including net pricing errors, Hydro-Rain will correct the order and your order will be billed according to the pricing in our system and as agreed to in this program agreement. Minimum order amount of \$200.

### **Program Discount and Incentives**

All discounts, incentives, dating, and/or year-end rebates will be forfeited if your commitments for purchases or payments are not met.

**Payment Discounts**

All program discounts are given on-invoice and are subject to on-time payment. Failure to pay on-time may result in the loss of such discounts.

**Account Status**

Account must remain current throughout the year. Inability to remain current may result in loss of discounts at the discretion of Hydro-Rain. Hydro-Rain may stop shipments to past due accounts and those exceeding their credit limits.

**Rebate Payment**

All rebates will be paid via credit memo to distributor account and will be issued by February 15<sup>th</sup>, 2017. Credit may be used on future purchases of Hydro-Rain product. A credit memo is the only method of payment issued for the rebate. Account must be current and approved by the credit department before credit will be issued.

**Payment Terms**

Standard payment terms are Net 30 Days. All invoices will be due based on ship date.

Thank you for choosing Hydro-Rain products.

I have read and agree with the terms listed above:

\_\_\_\_\_  
Distributor Company (Print)

\_\_\_\_\_  
Distributor Contact (Print)

\_\_\_\_\_  
Distributor Contact (Signature)

\_\_\_\_\_  
Date

\_\_\_\_\_  
Email Address