

Confidential Program For

Dennis' Auto Parts

Program Details:

- Effective upon acceptance Dennis' Auto Parts will become a Stocking Distributor for Davico Manufacturing receiving Buying Group Stocking Member pricing. A net pricing schedule is submitted with this program.
- Davico Manufacturing is recommending an opening order of 65,000.00 approx. and will relabel competitive product of approx. 17,000.00 leaving a suggested order of 48,000.00 to be added to inventory which will receive your choice of terms: 2 no, 6 equal payments net. Or 5% 30 days. All terms going forward will be 2% 60 days from invoice.
- It is agreed that Dennis' Auto Parts will stock adjust back as much competitive product as reasonable and Davico will stock adjust out the remaining unsold Walker product if needed after a period of 18 months. This can include any Davico product sold on the initial stock order with an offsetting order. On-going stock adjustments will be calculated at 5% of previous year's total net purchases with an offsetting order.
- Davico will provide a training event for all Dennis' Counter and Sales personnel around the time of the changeover. Davico will also provide at least 2 days of sales support calling on Dennis' Customer Base.
- Davico will provide or assist in a New Product Announcement Flyer and other sales support aids to promote Dennis' Auto Parts as the new "Go-To-Place" for Catalytic Converters in their market. Davico will also purchase a targeted mailing database to be used in a direct mail campaign in the zip codes that Dennis' Auto Parts serves.
- Davico will provide an Advanced Technical Training Event for Dennis' customers at a time to be agreed upon in the Summer of 2017. This will be an Advanced Factory Training Event where all participants will receive a Training Completion Certificate suitable for framing.

Accepted this date of: 6-7-17

By Davico Manufacturing: _____

By Dennis' Auto Parts:  _____