

### Features

	Level 4	Level 3	Level 2	Level 1
Volume Range	\$150,000+	\$100,000	\$40,000	< \$40,000
Growth Commitment	✓	✓	✓	—
Signed Contract Agreement	✓	✓	—	—
Chemicals Discount*      Laboratory**	Special Pricing	up to 35%	up to 25%	up to 15%
		up to 40%	up to 30%	up to 20%
Quantity Discount	✓	✓	✓	—
Freight	Free	Free <i>Order &gt; \$500</i>	Free <i>Orders &gt; \$1,000</i>	Paid by Customer
Available Supplier Rebates	✓	—	—	—
Marketing Support	✓	✓	—	—
Resource	Dedicated Rep	Dedicated Rep	Sales Support	Sales Support

\* VS List Price

\*\* Laboratory Supplies, Equipment, Safety, Consumables and Other

For more information, contact: The Thomas Scientific Distributor Alliance • [DAPsupport@thomassci.com](mailto:DAPsupport@thomassci.com) • 856-832-3476



# Distributor Alliance Program

Explanation of Program Details and Benefits

**Welcome to the Thomas Scientific Distributor Alliance Program.** In order to enhance your experience with Thomas and streamline the quoting and sourcing process, we are inviting you to utilize a strategic resource to better equip you and your team in growing your business.

**Volume Range** — This is a volume based program. The level you are placed in is directly related to the total sales dollars with Thomas (levels explained on reverse side).

**Growth Commitment** — If you are placed in a level and you feel that your sales dollars will exceed the next level, we will bump you up to that level as a sign of good faith and commitment on our behalf.

**Signed Contract Agreement** — When you commit your business to Thomas by signing the DAP agreement, we in turn commit ourselves to you. What this means for you is all of our available resources become yours.

**Discounts** — Discounts are based on a thorough analysis of our pricing position in the marketplace as well as our key competitors price offerings while still enabling Thomas to offer exceedingly superior service.

**Freight** — Charges and fees are based on National and local carrier rates and are subject to change. Levels 2, 3, and 4 are eligible for free freight based on the terms printed on the reverse side.

**Quantity Discount and Supplier Rebates** — Purchasing in bulk can provide extended discounts and our Level 4 Distributors are eligible to receive cash back with supplier rebates.

**Marketing Support** — Customized product literature, with opportunities for manufacture training.

