



# NAVAJO MANUFACTURING COMPANY INC.

5330 FOX STREET DENVER, CO 80216 TELEPHONE 1-800-525-5097 FAX 303-298-8059

## DOWLING'S WHOLESALE GROCERY WHOLESALE INCENTIVE PROGRAM

Navajo Manufacturing Company offers an INCENTIVE PROGRAM to Wholesale/Distributors, based on purchases of Navajo Mfg. Co. merchandise. Navajo Manufacturing Company offers Wholesale/ Distributors complete lines with high volume potential, to earn quarterly rebate \$'s. These lines include *Sunclassics®* Sunglasses, *Impress®*, *Cutex®*, *Lynx®*, *Pennzoil®* Auto Accessories, *Handy Solutions®* Health and Beauty Care Items, *Skil Gloves®*, and *Hot-Tips®* Accessories. This rebate is structured simply for your convenience and is based on wholesale acquisition cost.

Please check categories purchased:

- XX Handy Solutions® Health and Beauty Care (Exclusive)
- XX Pennzoil® Automotive (Exclusive)
- Hot-Tips® phone accessories (4-12 items)

- XX Sunclassics® Sunglasses (Exclusive)
- XX Impress®, Cutex®, Lynx® (Exclusive)
- Skil Gloves® (4-8 items)

- Navajo Mfg. Co. offers a retail clean up program to assist Dowling's in the acquisition of new business.
- Navajo Mfg. Co. will issue a credit to Dowling's at the original wholesale cost of the product to ensure no losses for the wholesaler or retailer in the clean up process.
- Navajo Mfg. Co. offers a 5% Quarterly Rebate to Dowling's chain and independent retail partners.
- \$1,000 minimum total net purchases annually for the 5% Quarterly Retailer Rebate to apply.
- Retailer Rebate based on wholesaler acquisition cost.
- Convenience stores must provide proof of purchase via wholesale tracking/movement reports
- Navajo will contact you if we have not received quarterly sales reports
- Rebate checks will be issued on a quarterly basis only
- Navajo will provide category management assistance. An order guide will be needed at the time of review.

Navajo Manufacturing Company is proud to offer this rebate program to its convenience store partners. All of us at Navajo Manufacturing Company thank you for your continued support.

Dowling's Wholesale Grocers  
Wholesaler

Milton, VT  
Headquarters - City, State

\_\_\_\_\_  
Buyer

\_\_\_\_\_  
Area of Operation

\_\_\_\_\_  
Phone

\_\_\_\_\_  
E-Mail address

4/1/2010  
Start of Contract

4/1/2013  
End of Contract

\_\_\_\_\_  
Authorized Signature

\_\_\_\_\_  
Date

**FRED KEITH - REGIONAL SALES MNGR. 4-1-10**

\_\_\_\_\_  
Navajo Manufacturing Co Signature

\_\_\_\_\_  
Date

\_\_\_\_\_  
Brokerage Company Signature

\_\_\_\_\_  
Date

