



## 2023 MARKET SHARE PARTNERSHIP (MSP) EXISTING MSP CUSTOMERS

PLATINUM LEVEL 20 SKUS	GOLD LEVEL 15 SKUS
<b>DISPLAY DISCOUNT</b>	<b>DISPLAY DISCOUNT</b>
<b>FREE DISPLAY</b> when purchasing 1 backup OR <b>50% OFF DISPLAY</b>	<b>50% OFF DISPLAY</b> when purchasing 1 backup OR <b>30% OFF DISPLAY</b>
<b>FREIGHT</b>	<b>FREIGHT</b>
<b>FREE</b> 1 X PER WEEK	<b>FREE</b> 1 X PER WEEK
<b>OMNICHANNEL SUPPORT*</b>	<b>OMNICHANNEL SUPPORT</b>
<b>YES</b>	<b>N/A</b>
<b>MERCHANDISE CREDIT</b>	<b>MERCHANDISE CREDIT</b>
<b>YES</b>	<b>YES</b>
<b>EXTENDED TERMS</b>	<b>TERMS</b>
<b>8 MONTHS DATING</b> (Net 120 followed by 4 equal payments on qualifying order)	<b>5 MONTHS DATING</b> (Net 60 followed by 3 equal payments on qualifying order)
<b>INVENTORY ADJUSTMENT**</b>	<b>INVENTORY ADJUSTMENT**</b>
<b>1-1</b> ON ALL ACTIVE ITEMS, ANNUALLY	<b>2-1</b> ON ALL ACTIVE ITEMS, ANNUALLY
<b>ON-GOING BENEFITS</b> Add more displays throughout 2023	<b>ON-GOING BENEFITS</b> Add more displays throughout 2023 and increase to next tier level

\*Omnichannel Support for Platinum Level - profit margin gain for Eurofase selling events

**TERMS & CONDITIONS**

Orders received by 11AM EST will be shipped the next day! Our 2023 Market Share Partnership is for any decorative products that have not been previously purchased. Fase1 Display, Midway Display or Innova Heating Display may count as 2 displays toward program qualification. Any products from Eurofase, Fase1 and Innova Heating may ship together on MSP earned freight incentive weekly. \*\*Note: 3% inventory adjustment allowance on all orders.

# MARKET SHARE PARTNERSHIP (MSP)

## MERCHANDISE CREDIT OPPORTUNITY

### EARNING LEVELS

GROWTH %	2022 Base Volume	10% GROWTH	20% GROWTH	30% GROWTH
Merch %		7%	10%	15%
CUSTOMER EXAMPLE #1	\$25,000	\$27,500	\$30,000	\$32,500
Merch \$		\$175	\$500	\$1,125
CUSTOMER EXAMPLE #2	\$75,000	\$82,500	\$90,000	\$97,500
Merch \$		\$525	\$1,500	\$3,375
CUSTOMER EXAMPLE #3	\$150,000	\$165,000	\$180,000	\$195,000
Merch \$		\$1,050	\$3,000	\$6,750

#### TERMS & CONDITIONS

- Based on the 2022 sales volume of your showroom, you will be eligible for a merchandise credit as a percentage of the additional growth in 2023. This total credit will be available to use on your 2024 product selection and MSP renewal. Please see examples above.
- Customer will receive earned amount in the form as a merchandise credit to their account for new displays.
- Merchandise credit paid on growth amount.



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# MARKET SHARE PARTNERSHIP (MSP)

## ENROLLMENT + CONSENT FORM

COMPANY NAME

EMAIL ADDRESS

SHIP TO ADDRESS

STREET ADDRESS

STREET ADDRESS (LINE 2)

CITY

STATE / PROVINCE

ZIP / POSTAL CODE

COUNTRY

Select your freight day for Platinum and Gold Level MSP Program

Preferred Weekly Ship Day:      MONDAY      TUESDAY      WEDNESDAY      THURSDAY      FRIDAY

Secondary Weekly Ship Day:      MONDAY      TUESDAY      WEDNESDAY      THURSDAY      FRIDAY

Orders received by 11AM EST will be shipped the next day.

### TERMS & CONDITIONS

- **All product display SKUS must stay on display for a minimum of 12 months or be replaced by a Eurofase product if sold or removed at standard DN pricing.**
  - The FFA program is for standard shipping only. Additional fees would apply to any extra services including residential drop ship lift gate, not rushes, inside delivery, appointment confirmation, rerouting, etc.
  - The MSP Program is not offered in addition to any existing discounts or incentives and is a stand-alone opportunity.
  - Payment terms are subject to credit approval.
  - \$10 freight surcharge applies to orders under \$100.
  - Applicable sales opportunities will be conveyed in advance for store advertisement planning.
  - Shipping days are subject to availability. We offer first and second choice to best accommodate.
  - Display and backup inventory must be purchased at the same time to qualify for the Market Share Program (MSP).
  - Eligible payment terms are subject to good credit standing.
- \* MSP Program excludes Recessed and Fase1 Collections from sku count unless approved by Sales Management. Program runs 12 months from initial order. However, if a display merchandiser for both Innova Heating and Midway Recessed are selected, a qualification credit of five (5) will be permitted toward overall program qualification levels. Innova Heating and Midway Recessed Display Merchandiser participation will count as a quantity of 2 towards enrollment qualifications if only one display is selected.
- \*\* The stock adjustment opportunity is available for the return of unopened and active Eurofase merchandise in a factory sealed box. In store displays do not qualify for the stock adjustment opportunity. Distributor is responsible for all freight costs required to ship merchandise back to Eurofase. The opportunity is allowed once per calendar year and must be a minimum of 9 months from the date of purchase. The stock adjustment is a stand-alone benefit and cannot be combined or considered in reaching program level requirements for the MSP Program. A replacement order should be submitted at the time that the RGA is issued.

\_\_\_\_\_  
PRINT NAME (CUSTOMER)

\_\_\_\_\_  
CUSTOMER SIGNATURE

\_\_\_\_\_  
DATE

\_\_\_\_\_  
PRINT NAME (SALES REPRESENTATIVE)

\_\_\_\_\_  
SALES REPRESENTATIVE SIGNATURE

\_\_\_\_\_  
PRINT NAME (EUROFASE SALES MANAGER)

\_\_\_\_\_  
EUROFASE SALES MANAGER SIGNATURE



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