



## ProTech Industries, Inc. 2020 Loyalty Discount Policy

ProTech customer discounts are based on the level of customer purchases made over their past calendar year's annual purchases.

Purchase thresholds are in five levels. When a customer's increased purchases move them to the next level, the increased discount is applied immediately. For any customer whose purchase amounts might drop them a level, the discount is adjusted at the end of the calendar year.

For customers with an individual contract as well as customers within buying groups, their current agreements remain in place.

|                 |         |  |
|-----------------|---------|--|
| Purchase Levels | Level 1 | Greater than \$500,000                         |
|                 | Level 2 | Greater than \$300,000 and less than \$500,000 |
|                 | Level 3 | Greater than \$150,000 and less than \$300,000 |
|                 | Level 4 | Greater than \$50,000 and less than \$150,000  |
|                 | Level 5 | Less than \$50,000                             |

Discounts are based on the current ProTech Price List and discounted from the "Dealer" price column:

|                   |         |                      |
|-------------------|---------|----------------------|
| Loyalty Discounts | Level 1 | 12% off Dealer Price |
|                   | Level 2 | 10% off Dealer Price |
|                   | Level 3 | 7% off Dealer Price  |
|                   | Level 4 | 5% off Dealer Price  |
|                   | Level 5 | Dealer Price         |

These discounts apply to all standard purchases and custom orders for customers in good standing. From time-to-time, ProTech Industries may offer additional, temporary seasonal or performance discounts. ProTech reserves the right to change the price list at any time, as well as modify the discount structure, to improve the value of ProTech products to our customers' business.

If you have any questions or concerns, please contact your customer support person or Peter Miller, VP of Business Development by phone: (800) 525-7998; or email: [peter.miller@protech.net](mailto:peter.miller@protech.net).