

2017 American Standard Co-Op Program

Date: February 15, 2017

Applicable Time Period: January 1, 2017 – December 31, 2017

VP Supply is pleased to provide the following co-op program for Signed DSA American Standard Dealers.

Classification	Co-Op Accrued Limit	Dealer Payment Percentage
Pre-Approved by American Standard	Up to 1.5% of total accrued purchases	50%
Non-Approved by American Standard	Up to 1% of total accrued purchases	75%

Co-Op Program Conditions

The co-op program will be governed by the following conditions:

- Total co-op accrual will not exceed 1.5% of applicable purchases.
- Co-Op is accrued based on purchases of American Standard MBUs and Nexia controls. Parts purchases will not apply.
- This program will be evaluated at the end of 2017 to review the effectiveness of the program and determine if this program will be renewed or modified for 2017.
- Customer must be in good and current financial standing with VP Supply Corp to receive Co-Op credit.
- All 1.5% level co-op must be submitted and pre-approved with written notice prior to invoice date
- All 1% level co-op must be submitted for approval by VP Supply
- All co-op approval will be based on the guidelines provided by American Standard. Exceptions may apply to the 1% category and shall be approved with written notice at the discretion of VP Supply prior to invoice date.

Company Name: _____

Accepted by (Customer): _____

Date: _____

VP Supply: _____

Date: _____