

# WHOLESALE PRICING

## Hard Goods

The wholesale price for hard goods is 20% off of retail price. **The hard good prices stated in this catalog are at the 20% discount to represent your cost.**

## Plant Material

The wholesale price for plant material is broken down into three levels. The level you qualify for is based on the volume of purchases made in the previous year. Please contact our office to determine your price level for 2006. **The plant material prices stated in this catalog are at retail price. To calculate your cost, please apply the appropriate discount percentage listed below to the retail prices listed for each plant material product.**

<u>Wholesale Price Level</u>	<u>Discount off of Retail Price</u>
A	20%
B	30%
C	40%

## Rebate Program (Hard Goods & Plant Material purchases)

For the 2006 wholesale year, Ginger Valley is pleased to introduce a new program designed to provide you with the opportunity to earn a rebate based upon your volume of purchases. This program will cover the 12 month period beginning March 1, 2006 and ending on February 28, 2007. For that time period, Ginger Valley will track your wholesale purchases (both hard good and plant material). Based your wholesale price level (A, B, or C), a target level of purchasing is defined below with a corresponding rebate percentage that you may earn. Once you have exceeded your targeted purchase amount, all purchases in excess of \$2,500 during the rebate period will be multiplied by the corresponding percentage below to calculate the rebate amount you have earned.

By achieving these targeted levels of purchasing, Ginger Valley will provide you with a rebate payment to be earned as explained below. These payments will be made on either of two dates based upon the time at which you earn your rebate. Rebate payments will be made in either November or April. Using this year as an example, purchases in excess of your targeted amount will earn a rebate payment in either November 2006 and/or April 2007. You may earn payments at both dates in the event that you exceed the target level by November and continue through the rebate period ended February 28, 2007.

<u>Wholesale Price Level</u>	<u>Targeted Purchases</u>	<u>Rebate Percentage</u>
A	> \$2,500	10%
B	> \$5,000	6%
C	> \$25,000	3%

As an example, if you qualify for Price Level B and purchase \$17,500 (in wholesale dollars, not retail) during the rebate year, you would be entitled to receiving a rebate of \$900. This would be in addition to the 20% discount on hard goods and 30% discount on plant material you would have already received on each purchase. In this example, if your \$17,500 of purchases was reached prior to November 2006, you will be paid out in November. Any additional purchases up through February 2007 would then be paid in April according to the rebate schedule less what has already been paid out in November.

**Note:** Your purchases will be tracked and accumulated based on wholesale pricing and not at retail price. Also, note, to qualify for rebate moneys, you are required to purchase amounts in excess of the defined amounts for each price level. For example, a customer in Group C cannot earn rebate moneys until purchases exceed \$25,000. Once that level is reached, all amounts in excess of the baseline of \$2,500 will be rebated.

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Ginger Valley "Where Everything Grows" - Visit our website at [www.gingervalley.com](http://www.gingervalley.com)

Not finding what you need? Call us; we can special order most items for you! (574) 271-0202 or (800) 755-8513