

Minimum Advertised Pricing Policy/Agreement

Effective May 18, 2016, a Minimum Advertised Price (MAP) on all Van Amburg Enterprises Inc. (VEI) products will be in effect. International accounts must reflect pricing as translated into their local currency.

Van Amburg Enterprises Inc. has been building a brand of strong recognition and a high perceived value since 2001. By not adhering to the established Minimum Advertised Price (MAP) a reseller can have a dramatic effect of diminishing or detracting from the perceived value of the Van Amburg Enterprises Inc. brand and its products. The internet, with its worldwide impact, has the possibility to cause great harm to any companies' products, if they are advertised at prices that will eliminate any legitimate retail competition. Our MAP pricing policy is intended for consumers to purchase from other resellers based on loyalty and customer care expectations. Therefore, if Van Amburg Enterprises Inc. agrees to allow your company to sell its products, you will need to agree and abide by the following requirements and restrictions.

The MAP policy shall work under the following guidelines:

- 1) The Minimum Advertised Price for any VEI product shall not be less than 10% below the current Manufacturer's Suggested Retail Price (MSRP) as published on the VEI price sheet. MAP pricing is established by VEI and may be adjusted by VEI at its sole discretion.
- 2) The MAP for all VEI products shall be no more than the MSRP provided in the Van Amburg Enterprises Inc. Price Sheet.
- 3) The MAP policy applies to all advertisements of VEI products in any and all media, including, but not limited to, flyers, posters, coupons, mailers, inserts, newspapers, magazines, catalogs, mail order catalogs, Internet or similar electronic media, television, radio, and public signage.
- 4) The MAP policy is not applicable to: 1) Any in-store advertising that is displayed only in the store and not distributed to any customer(s) outside of their store. 2) Any email newsletters sent to your customer database.
- 5) The inclusion in advertising of free or discounted products (whether made by VEI or another manufacturer) with a product covered by the MAP policy would be contrary to the policy if it has the effect of discounting the advertised price of the covered product below the MAP.
- 6) If pricing is displayed in other than a brick and mortar retail store, any strike-through or other alteration of the Minimum Advertised Price is prohibited.
- 7) MAP applies only to advertised prices and does not apply to the price at which the products are actually sold or offered for sale to an individual

consumer within the dealer's retail location or over the telephone. VEI dealers and sales representatives remain free to sell these products at any price they choose.

- 8) MAP does not establish maximum advertised prices. All dealers and sales representatives may offer VEI products at any price in excess of the MAP.
- 9) VEI's MAP policy does not in any way limit the ability of any dealer to advertise that "they have the lowest prices" or, they "will meet or beat any competitors price", that consumers should "call for a price" or phrases of similar import as long as the price advertised or listed for the products is not less than MAP.
- 10) Dealer agrees to hold all trademarks and copyrights of Van Amburg Enterprises Inc. as the property of Van Amburg Enterprises Inc. and use advertising materials provided by Van Amburg Enterprises Inc. in an authorized manner only.
- 11) Intentional or repeated failure to abide by this policy will result in termination of dealership or sales representatives. VEI does not intend to do business with dealers or sales representatives who degrade the image of VEI and its products. It is VEI's sole discretion whether or not to provide prior notice or issue warnings before taking any action under this policy.
- 12) E-Bay, Craig's List, Amazon and Other Auction Web Sites Policy:
 - "Buy it now" options must be listed at a price equal to MAP or greater.
 - For auctions the reserve and/or opening bids must start at MAP without a "Buy it now" option.
 - Best Offer Auctions Are Not Allowed
 - Note resellers selling through sites such as EBay, Amazon, Craig's List, etc. are not always authorized dealers. If you have question contact VEI at 509-225-6681.
- 13) Negotiated Contracts: From time to time it may be explicitly approved by Van Amburg Enterprises Inc. in writing to sell certain VEI products at below MAP pricing. The discount amount and length of time will be determined at the time of this approved promotion by Van Amburg Enterprises Inc.
- 14) VEI may run a sale from time to time and in such case the MAP will be the same as the sale price on those particular items and on those particular dates. VEI will send out a notice in advance with details of the special.
- 15) Sales representatives of VEI products will supply a copy of the VEI MAP policy to any new or existing reseller to be filled out, acknowledged and returned to VEI. This form shall be signed and returned to VEI and in doing so, will bind the reseller to abide by the MAP and reseller requirements spelled out in this document.

MAP Agreement Confirmation

This MAP policy has been established by VEI to help ensure the integrity of VEI as a top producer of aftermarket snowmobile parts to protect the reputation of its name and products. The MAP policy is also designed to ensure dealers and sales representatives have the incentive to invest resources into services for VEI customers. Please indicate your understanding of this policy and your willingness to abide by its terms and conditions by signing and listing the name of your company below.

Agreed to by:

Company name: _____

Any and all other names by which this company operates (including names used on EBay, Amazon, etc:

Principal name printed: _____

Principal Signature: _____

Date signed: _____

Dealer Address: _____

Dealer City/State/Postal Code: _____

Phone: _____

Email: _____

Website URL: _____

If in agreement with this policy then please fill out the requested information and sign it. You may fax the 3rd page to: 509-225-6693 or you may scan the 3rd page and email to: vanamburgent@aol.com

IMPORTANT: As of January 1st 2016, no shipments will be made to any wholesaler or distributor without having completed this form and returning it to Van Amburg Enterprises Inc..