

Paint Works Rebate Program

Orgill's Paint Works program will modernize, promote and rebrand your store's Paint Department, making it a destination category that is relevant to your community. Using a fresh, modern layout, Paint Works creates an attractive and highly visual paint and sundries department featuring the best brands in the industry.

Retail categories include:

- Interior & Exterior Paint/Stains
- Spray & Enamels
- Paint Applicators
- Paint Sundries
- Solvents, Caulking & Adhesives
- Hand & Power Sanding
- Ladders
- Patch & Repair Products



Paint Works Participating Vendors					
3M	Ali Industries	DAP	DQB Industries	DuPont	Franklin
Gorilla Glue	Henkel	Hyde	Intertape	Krylon	Linzer
Louisville Ladder	Metaltech	Minwax	Newborn	Norton Abrasives	PPG
Purdy	Ready Seal	Red Devil	Sashco	Sika USA	Thompson's
Trimaco	TWP	Werner	White Lighting	W.M. Barr	Wooster
Henry	Henkel/GE	Rustoleum	Wet & Forget	Penofin	

*Paint Works participating vendors manufacture multiple brands supporting our rebate structure. See your Orgill sales representative for complete listing and SKU details.

What's the Difference? Paint Works Program vs. Orgill Registered Paint Retailer

Orgill Registered Paint Retailer participants commit to a dominant assortment of Valspar paint. Additionally, Orgill Registered Paint Retailers receive a 2 percent year-end rebate on all stock and dropship Valspar purchases if when they maintain annual purchases of \$10,000 or more. With this program, only Valspar purchases go toward the 2 percent year-end rebate.

In the Paint Works Program, participants earn a year-end rebate between 1 percent and 2 percent, based on warehouse and dropship purchases from 32 eligible vendors. Paint Works has a \$50,000 vendor-purchase minimum to qualify for a rebate. If you're already an Orgill Valspar Paint Retailer, your Valspar purchase amount is included in your calendar-year purchases, which may qualify for a Paint Works Program rebate. However, only purchases made from the above participating vendors earn a Paint Works rebate percentage.

Rebate Structure & Benefits

Rebates are accrued per calendar-year based on category-purchase volume by location. Rebates earned are managed and paid by Orgill based on total purchases of participating vendor products. Vendor support is available based upon individual category and volume commitments. An Orgill sales representative will coordinate all required direct vendor support.

Calendar-Year Purchases	Rebate Percentage
\$50,000 to \$74,999	1%
\$75,000 to \$99,999	1.25%
\$100,000 to \$124,999	1.75%
\$125,000+	2%

Program Qualifications

Qualifying is easy and we want you to succeed. In addition to a \$50,000 Paint Department dropship and warehouse purchase minimum, Orgill will provide you with a Hardware 101 Report at no charge.

Our Hardware 101 Report identifies a retailer's viability to sell a category based on its core assortment of more than 3,400 Orgill Retail Classes. Based upon a Dealer's Orgill purchase history, we generate three key reports: Stocking Category, Missing Category and Combined Overall.

Stocking Category Report:

This report identifies customer brand preferences and current buying patterns. We identify missing SKUs within the customer assortment based on current Orgill category purchases.

Missing Category Report:

This deep dive compares a Dealer's business to similar retailers (Pro, Farm, Home Center, Hardware Store) and identifies categories potentially not stocked.

Combined Overall Report:

This report reconciles the Stocking and Missing Category Reports, and details the recommended Hardware 101 items to improve categories. It also shows the existing stocked items based on the customer's purchase history with Orgill.

Optional Resources

To maximize your Paint Works program, we offer the following services:

- No-Charge Paint Department design & planning customized for your store
- Offset Program Investments
- Financing Options
 - Qualifying retailers receive 12-month terms as follows: Three months no-payment followed by nine equal payments for Paint Works Program products and components

Paint Works Sign Up

Orgill Customer #: _____ Company Name: _____

Orgill Buying Program: ADV VP2 VP1 Contact: _____

Phone: _____ Fax: _____

Address: _____ City: _____

State: _____ Zip: _____

Retailer Signature: _____ Email: _____

Orgill Signature: _____

Submit: Fax 901-522-6112 or email: PaintWorks@Orgill.com