

# 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          | Unpaint    |

\*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. Valspar Registered Paint Retailer

Valspar Registered Paint Retailer participants commit to a dominant assortment of Valspar paint. Additionally, Valspar 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 36 eligible vendors. Paint Works has a \$50,000 vendor-purchase minimum to qualify for a rebate. If you're already an Valspar Registered 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%                |

## Paint Works Rebate Sign Up

Orgill Customer #: \_\_\_\_\_

Company Name: \_\_\_\_\_

Orgill Buying Program:  ADV  VP2  VP1

Contact: \_\_\_\_\_

Phone: \_\_\_\_\_

Fax: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_

\_\_\_\_\_

State: \_\_\_\_\_ Zip: \_\_\_\_\_

Retailer Signature: \_\_\_\_\_

Email: \_\_\_\_\_

Orgill Signature: \_\_\_\_\_

**Email: [PaintWorks@Orgill.com](mailto:PaintWorks@Orgill.com)**