

# MOTHERSPF

## Wholesale Guidelines and Policies

We are honoured to be partnering with you. In an effort to grow with you and create a strong brand in the marketplace, we have developed a list of guidelines and policies that will standardize our practices and procedures while maintaining our brand image.

### Basic Requirements

- We offer Wholesale accounts for Retailers with brick and mortar locations.
- Brick and mortar locations are eligible to sell MOTHER SPF products on their website.
- Products are not to be resold through third party channels (Amazon, Ebay, Overstock, etc.)
- Payment for products is due prior to shipping. We accept major credit cards and EFT transfers.
- We send all orders from NSW with standard Australian Post.

### Wholesale Order Amounts

- Minimum opening order amount is 24 units, reorder minimum is 15 units.
- Wholesale Customers are responsible for shipping charges.
- Products supplied on Sale Only basis ie No returns
- Any claims for damaged or incorrectly delivered goods must be made within 3 business days of receipt of goods

### Manufacturer Suggested Retail Pricing/Discounting Policy

- MSRP pricing is firm.
- No discounting, sales or discount codes are allowed for MOTHER SPF products without prior approval from the brand.

### Testers

- Sample sachets are not to be used as testers.
- When available, we will offer complimentary testers for our brick & mortar stores, distributed on an honour system. Simply let us know when you need testers and they will be sent with your next order.
- Please use full-size retail units as testers—the labels are larger and more legible, and the product presents better.
- If you are giving customers samples of MOTHER SPF—please exercise care when transferring these products into smaller containers and encourage customers to use it as soon as they get home.

### Display

- Please display one bottle of the tinted SPF 50 out of its recycled box in front of the other boxed units.
- To preserve the integrity of the product, please close lids promptly and tightly to maintain product freshness. Please keep the lids clean from excess product overspill.
- Do not display products in direct sunlight. If this is unavoidable please be sure the display products are not retailed.

### Training

- Please email [tandia@motherspf.com](mailto:tandia@motherspf.com) if you would like to schedule a call.

### Storage

- MOTHER SPF products should be stored in a cool, dark environment; avoid direct sunlight and frequent temperature changes.