



Paint Collection 2021 – Retailer Program

JUNK MONKEY® PAINT COMPANY is trademarked, copywritten, registered & protected by law.

Junk Monkey® Paint Company is dedicated to inspiring others

to make their homes beautiful through the power of paint & have fun doing it!

Thank you for reaching out to be part of our banana bunch family!

CLAY-MINERAL-RESIN PAINT OVERVIEW: This is our ready to go paint. We say it sticks to pretty much under the sun—which makes it easy to use! Seal with any of our Poly Acrylic sealers or Monkey Shine wax-oil finish. Low VOC. Water based. Dries to an ultra flat matte vintage look & self levels. This is the paint our company was founded on. This special one-of-a-kind paint was born in Matt & Sonia's kitchen. Find neutrals & vivid colors. Distress, glaze over, blend and create gorgeous furniture—so many looks you can do with this paint! *Find more details about this paint & milk paint here: <https://junkmonkeypaint.com/pages/about-our-paint>



MILK PAINT OVERVIEW: The introduction of our milk paint line is a throwback to the days of early paint making, using milk solids, clay and earth pigments. Customers with allergies and sensitivities are loving our all-natural, VOC FREE, non-toxic, chemical free Junk Monkey® Paint line. When mixed with equal parts water, our milk paint powder turns into paint—then grab a brush & go bananas! Dries to a flat matte look, loves to chip over shiny glossy surfaces. Will stick to raw wood or porous wood. Seal with any of our Poly Acrylics or Monkey Shine wax-oil finish. *Tip: You can use a layer of Monkey Shine to make Miss Petunia (our milk paint monkey) act up!*

General Terms/Overview

- **Opening Order is \$500 minimum in Junk Monkey® Branded Paint Products** (our paints, glazes, sealers etc) **at *retailer pricing*--not at full MSRP retail cost, so you get more!** You may select from any combination of Junk Monkey Products listed on our website **excludes Redesign With Prima purchases and products.* (Current 2021 summary of pricing summarized below. Note that items come in and go out of stock at various times. We suggest if you see it in stock now & you want it, grab it.) When we send our customers your way, we expect you to have a selection of JMP product options for customers. If we do not see you meet this part of your agreement **a \$500 minimum opening order at retailer pricing of JMP products, we will cancel/refund your order & it will be voided.*
- **Special Opportunity:** We make Re-Design With Prima® products available to you to retail as well! (the transfers, waxes, stamps, decoupage, etc!) **Receive 40% off our stocked Re-Design With Prima Products for resell.** You can add **on top** of your JMP paint product order **BUT YOU MUST HAVE \$500 IN JMP PRODUCTS** **at your retailer pricing AS PART OF YOUR BASE OPENING ORDER, and meet JMP reorder minimums (see below) when reordering as well.*
- **Re-order minimum is any combination of Junk Monkey® Branded Paint Products at your discounted pricing amount of \$200** *(*excludes Redesign With Prima--but you may add this on top of your base JMP® re-order minimum).* To clarify: You will need to ensure \$200 of your order is in JMP® Branded Products **at your special discounted pricing.* If we do not see your order does not meet this part of the agreement, we will cancel/refund it. Your re-order must have \$200 worth of JMP Products regardless of how much Redesign With Prima you decide to include.
- **To maintain your active retailer status of Junk Monkey® Products & keep an active account with us, at least one qualifying retailer order meeting the re-order minimum must be placed within every 6 month period, calculated from the specific date your last order was placed online.** If a qualifying order is not received from you during a 6-month period, your account with us as a retailer will be automatically closed on our end. It is your responsibility to ensure you are meeting this requirement and stay on top of your retailer ordering records to ensure your account remains active. **excludes dropship orders for your customers*
- **Special Opportunity:** Continuously staying active with us by placing a minimum re-order of \$200 **at retailer pricing* in the Junk Monkey® branded family of products each quarter (staying regularly stocked for JMP customers), will qualify you to stay listed on the retailer locator page our HQ website **must meet JMP® product re-order minimums.* *excludes Re-Design With Prima purchases *does not include drop shipped orders.* If you decide not to maintain this ongoing JMP ordering schedule, you will be removed from our website, but this does not remove you from our retailer program. (Quarters in consideration for this opportunity run Jan-March, April-June, July-September, October-December). Market regularly to keep your stock moving. Paint and show what you & your customers are transforming!
- No exclusive territory rights. **You are able to sell to the entire country (USA).** **with a few physical exceptions of grandfathered currently active retailer storefronts. Online (virtually) you MAY sell & ship to customers in these areas (e.g. through your Etsy shop, Facebook shop, online ads that may potentially extend to people online in these areas, etc) but no physical set up of selling paint in these specific locations-note, this is subject to change (be removed) in the future. Current specific areas of consideration are: Ligonier, PA, 15658, Titusville 16354, Rochester Mills & surrounding area, PA 15771, Salisbury, MD 21801, Westport, SD 57481, Cuba, NY 14721, Casco, ME, 04015, Enid, OK 73701, Summerset, SD 57718, Chambersburg, PA 17201, Warren, MI 48092, Oak Grove, MO 64075, Duncannon, PA 17020. Upon review/acceptance into our program we will inform you with more details if you are physically near one of these grandfathered brick & mortar retailer areas & need to be mindful of them.*

Become known as a top Junk Monkey seller **in your area (& beyond!)** by marketing! So much potential & opportunity! What you focus on will grow--demonstrate what's in your paint stock & show it off to promote! How well you do will depend on you drawing awareness that you are a retailer of our specialized paints. You have the opportunity to become known as a Junk Monkey Paint expert! Grow your own customer base whether online or local or both. Strong marketing skills & great customer service leads to loyal customer relationships, new sales & return sales. *Growth is in your hands!*

- We will give you a shoutout on our social media once you receive your opening order! Also, if you tag us in your ongoing JMP® projects, don't be surprised if we reach out to share as well.
- We will provide a digital file of an authorized retailer poster you may print and use on your end for your booth, brick and mortar set-up, website, social media page or frame for your vendor shows.
- You may call us directly or email us through our website for support and questions. Watch our regular videos on Facebook and YouTube to ongoingly learn about our products, how to use them and describe them to customers. We are always creating, growing and adding new fun things!
- Join our private group for JMP® retailers on Facebook for extra support. Currently, we go live in the group every Monday at 7:30 PM EST to talk about mindset/motivation, business tips & paint know-how to help you gain the confidence to talk to customers about our products & make use of them.

Ordering, Payment & Shipping

You will be given an online account link to purchase from once we have your 1.) signed terms overview (this document), 2.) retailer agreement (also attached in this email) and 3.) appropriate business license/sales tax documents for your state.

Once inside your online account, you will see retailer pricing of JMP® projects and what is currently in stock. **We allow retailers to increase selling prices as they see fit (*but NOT sell below JMP Headquarter prices). Anyone selling our products below our MAP pricing will have action taken against their retailer account & it will be closed permanently without question.** This protects the integrity of our brand & is of utmost importance to us. **see authorized sale time info below. ReDesign With Prima Also Does NOT allow selling below MAP and is cause for immediate closure of account. You may sell above MAP if you choose.*

You may sell JMP® above MAP prices if you choose, \$18-\$22 would be our recommendation if you do so--you are saving customers the cost of shipping, the convenience of not having to wait to receive paint by mail and possibly assisting them with project & project questions in person. You are utilizing space in your shop as a bonus for JMP® customers locally who want it "now".

You will place your order online **meeting all requirements noted up above.* You will be invoiced for your shipping amount once we have packed/weighed and determined the most economical way for it to reach you. Once you have paid your shipping costs (watch for invoice in your inbox) your order will be sent.

***Tip: Don't forget to save your shipping invoices for business tax time.**

Returns

All claims for shortages, errors in shipment, any issues with your order shipment must be made in writing within three (3) days of receipt of shipment by a Retailer. No returns will be allowed unless authorized in advance in writing by JMPC® for defective materials, shipping errors or repairs. We do not 'buy back' paint from retailers. Refer to full "Retailer Agreement" attached for continued important information. You are responsible for the proper storage and shipping/handling of your paints for resale.

Delivery and Turn Around Time

We pack orders very carefully. We pack retailer orders on **Tuesdays & Thursdays. You may plan your ordering around these days--have your order in before the start of these days for a prompt send out.** You will be given a tracking number to follow. It will arrive by email notification. *JMPC® is not responsible for shipping delays & damages by transport carriers. (USPS, UPS, etc) Refer to full retailer agreement attached for continued information on this.*

Dropship Option

If requested by you, we will provide a special secondary account login to our website that will offer a 25% off discount on JMP® & Re-Design With Prima®. Earn money even if you don't have it in stock but we do!

How it works? Collect an order of an item in stock from your customer (they pay you full MAP & your shipping fee). You will then select the JMP/Redesign With Prima products from our website to be shipped, select shipping carrier services & enter **your customer's physical address to ship to**. You pay for it on our website at a lower cost (receiving an instant dropship discount when you enter a special code we will give you) and keep the extra 25% paid by the customer as profit. *We will dropship both Junk Monkey Paint & Redesign With Prima® products for you as a convenience (USA).*

We take care of the rest for you and do your packing & shipping. (you save time, tape, boxes, packing materials, a trip to the post office-and our team ships promptly!) This service is NOT to be used by retailers for personal orders or given to others to access. It is for shipping products to your direct customers. Retailers identified not using it for this purpose will have action taken against their account and it will be closed immediately. JMPC® closely monitors the activity of this service & it's users. **Before you invoice your customer for their order you can plug it in our system to determine the shipping cost beforehand. Actual shipping calculations from the shipping carriers will show-and you can note that exact amount on their invoice.*

What Online Platforms Can I Sell On? & Where? *excludes handful of PHYSICAL grandfathered locations as noted above

Everywhere across the country! A JMPC® authorized retailer may sell on any 3rd party platforms they choose (Etsy, Ebay, Amazon etc), their personal website, social media, brick and mortar, vendor shows, flea markets, booths, paint classes etc to name a few! **This opens up a world of opportunity & potential** AND you can find the right fit for selling for you (as we all do business a little differently & sell through different channels).

Important: Retailers may not create or design websites, make claims, or operate in any manner which leads customers to believe they are Junk Monkey Paint Company® or acting as an official agent. Reach out to us when designing any business cards, signage, etc that includes our trademarked & copyrighted materials including company name and/or logo for review/approval beforehand. We will promptly review these items & notify you if it might need reworded or if we grant approval for use.

Sales & Discounts

By purchasing Junk Monkey® Paint for resale, you will not retail below JMPC® MAP pricing (& Redesign With Prima MAP pricing) except during an approved sale periods. This is to protect brand integrity.

Active retailers will be notified of upcoming approved sale times (by email we have on file) in advance so they may plan for them (be sure to request to get in our retailer group on Facebook as we will communicate and plan dates there--as well as provide graphics you may share to promote your sale!)

*If you are a brick & mortar storefront and e.g. would like to offer a small discount to your in-class students attending a painting class on a specific date, or something similar, etc you may email us ahead of time to review this for potential approval. We review case by case.

Your Signature:

I accept these above terms. I have also reviewed & accept the **official retailer agreement** also provided to me. I understand **any behavior negatively impacting the Junk Monkey™ Paint brand, it's representatives or company in any way will cause my retailer status & agreement to be revoked immediately.** I understand that Junk Monkey® Paint Company may cease or make changes to this relationship, this agreement, at any time, for any reason without question.

Your Name: _____

Your Company: _____

Date: _____

Junk Monkey® Paint Specialty Products Pricing For Resale:

Currently 29 colors in production:

Junk Monkey® Clay-Mineral Resin Paints \$11.25/Pint-Plus 16.9 OZ
(see sample card)

Currently 32 colors in production:

All Natural Junk Monkey® Milk Paints \$11.25/Makes 16 OZ
(see sample card)

Currently 4 colors in production:

Junk Monkey® Glazes \$11.25/Pin-Plus 16.9 OZ
(white, brown, black & tintable)

3 styles of sealers in production:

Junk Monkey® Monkey Shine Wax/Oil Finish \$11.99/ 6 OZ Tin

Junk Monkey® Matte/Glossy Poly Acrylics \$12.50/Pint-Plus 16.9 OZ
(matte, glossy)

Junk Monkey® Shimmer Metallic Poly \$17.00/Pint-Plus 16.9 OZ
(gold, silver & champagne)

☆ Additional Special Pricing & Products: ☆

Offering Re-Design With Prima® Products To Add On To Your Junk Monkey Paint Order For Resell:

We offer 40% off Re-Design With Prima pricing so you may add these items to your lineup of products to resell.

Everything in this line that we offer on our website is available to you.
(hundreds of Re-Design With Prima Products to pick from--and we keep adding!)
Just meet the JMPC® minimums when you place your paint order & add on what additional Re-Design With Prima® products you need on top of it!

It is also available for dropshipping along with our JMPC® products.
(*see specific section up above with details on how that program works)

Feel free to email us with any questions.
Matt & Sonia Miller
Creators of Junk Monkey Paint® Company
junkmonkeypaint@gmail.com
Ph: 412-817-1302
Titusville, PA
www.junkmonkeypaint.com