



Pinnacle Distribution Program,

North Shore Safety's focus is the design, development and manufacture of safety products that target the skilled industrial/ commercial trade and OEM clientele of distributors. Our power products include a broad line of Ground Fault Circuit Interrupters, Equipment Leakage Circuit Interrupters, and Power Distribution Apparatus which are the most comprehensive line of portable and permanently used power protection safety devices available to the market. Our products are geared toward the most demanding rigors of the skilled commercial and industrial trade and O.E.M. markets. Whether it is the harsh location of a wet work environment or the tough physical demands of heavy trade use, our products hold up! North Shore Safety incorporates many application patents within its product designs in an effort to make the safest most reliable products in the marketplace. We are extremely confident in our products as all are backed by a 2-year manufacturer's warranty.

We further enhance our market position by staying attuned to the demands of the markets we serve. North Shore Safety has affiliated itself with various professional organizations to target the exact needs of our intended customers. We see demand for our products growing as end-use customers are forced to comply with ever more stringent regulatory code for safety and performance.

By channeling our product through distribution we can create a winning opportunity not only for North Shore Safety but also for our principal partners in business. To that end, we have formulated the Pinnacle Distribution Program that enhances the success of all those involved. Please take a moment to review the outline of our program along with a brief overview of our products. Additional information is available on both our Pinnacle Distributor Program and products by contacting North Shore Safety via e-mail (sales@nssltd.com), or by phone (440-205-9188). Our goal is to partner with committed Distributors to produce profit-based opportunities for all participants of this channel. Let us know how we can help you increase your profits!



Targeted Industries/Markets for NSS Products

- Maintenance Repair Organizations (MROs)
- Portable Power Users
- Construction
 - Industrial
 - Commercial
 - Demolition
 - Residential
- Food Processing Plants
- Ship Building/Ship Yards
- Petro-Chemical Industrial Facilities
- Public Works
 - Water
 - Gas
 - Electric
 - Telecommunication
- General Manufacturing Facilities
 - Textile
 - Pulp and Paper Manufacturers
 - Plating/Finishing Environments
- Original Equipment Manufacturers (OEMs)
 - Pressure Washers
 - Drain Cleaners
 - Roof Sealers
 - Trace Heaters
 - Generators
 - Cement/Tile Cutting/ Drilling Equipment
- Aeronautical Facilities
- Automotive Plants
- Agriculture Domains
- Equipment Rental Centers
- University Infrastructure
- Medical/Hospital Facilities
- Utility Facility Infrastructures
- Fair/Carnival Special Event Venues

— And More —

Pinnacle Distributor Program

◆ Benefits and Commitments

- Program discounts 25% off suggested trade price (see discount price table; see note 1)
- Rebate and Co-op advertising 2% of previous year's sales for all distributors that exceed \$10,000.00
- Payment terms 2% discount to 30 days from invoice date, net 31-45 days normal from invoice date
- Accept P.O.s, MasterCard, Visa, American Express
- Freight benefits – freight paid on orders over \$1,000.00 (see note 2)
- North Shore Safety will drop-ship any orders to end-use customers under normal freight conditions and after meeting the paid freight requirements (see note 2)
- Minimum order size of \$100.00
- 18-month no risk return policy on standard SKU's (no restocking charge, see note 3)
- Commitment to special quote large contract orders
- Delivery commitment - standard SKU delivery of 10 business days upon receipt of order
- North Shore Safety stocking commitment – (1 ½ months on-hand supply of standard SKU's at NSS warehouse)
- Sales Growth and support services
 - Identify distributor key end-users by SIC or NAICS codes
 - Generate qualified opportunities through advertising and public relations efforts
 - Link internet sales inquiries and opportunities to stocking distributors
- North Shore Safety commitment to distributor training and technical product support (i.e. training aids and seminars)
- Commitment to distributor's exclusive territory
- North Shore Safety commitment to aggressive product development
 - Target two trade-related products annually
- Commitment by North Shore Safety to support custom product opportunities
- Maintain high quality performance of products while maintaining competitive pricing
- 2-year manufacturer's warranty from date of manufacture (see note 4)

◆ Distributor Requirements

- Minimum stocking of 4 standard SKU catalog items
- Initial stocking level of \$1,000.00 (after program discounts)
- Minimum annual sales of \$3,000.00
- Maintain good credit standing
- Distributor to merchandise product and/or marketing collateral on store floor (where applicable)

Note 1: Must meet the distributor program requirements to qualify.

Note 2: Freight paid on normal shipping terms only, expedited freight does not qualify.

Note 3: Credit for returned products will be in the form of merchandise exchange only provided products are returned in original packaging and in "as sold condition".

Note 4: Warranty covers workmanship of product while used in accordance with its intended application. Misuse or abuse of product violates stated warranty.



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