



## 2012 Reseller Partnership Program Participation Form

The Reseller Partner named below shall participate in the Spectrum Industries Reseller Partnership Program at the following level:

CHECK ONE	PARTNER LEVEL	ANNUAL PURCHASES
<input type="checkbox"/>	Platinum	\$250,000
<input type="checkbox"/>	Gold	\$100,000
<input type="checkbox"/>	Silver	\$25,000
<input type="checkbox"/>	Bronze	No Commitment

**Reseller Partner**

Company: \_\_\_\_\_  
 Address: \_\_\_\_\_  
 City, State: \_\_\_\_\_  
 Signed: \_\_\_\_\_  
 Print Name: \_\_\_\_\_  
 Title: \_\_\_\_\_  
 E-Mail: \_\_\_\_\_  
 Date: \_\_\_\_\_

**Spectrum Industries, Inc.**

**INTERNAL USE ONLY:**

Signed: \_\_\_\_\_  
 Print Name: \_\_\_\_\_  
 Title: \_\_\_\_\_  
 Date: \_\_\_\_\_

Acct No: \_\_\_\_\_  
 2011: \_\_\_\_\_  
 2010: \_\_\_\_\_  
 2009: \_\_\_\_\_

This form represents a Good Faith Commitment. By selecting a Partner Level above the Reseller Partner is making a Good Faith Commitment to specify and purchase a minimum of \$25,000, \$100,000 or \$250,000 of furniture on an annual basis from Spectrum Industries, Inc. If the Reseller partner chooses not to make a minimum commitment, and signs up at a Bronze level, effective January 1, 2012 the price discount on all products will become 50% off list.

By signing this form you are agreeing to the terms of Spectrum Industries, Inc.'s Reseller Partnership Program and Spectrum Industries, Inc.'s general Terms & Conditions. Any individual signing this form certifies that they are an officer or executive of the company and/or are authorized to enter into agreements on behalf of the above named Reseller Partner.

Please return the signed Reseller Partners Program Participation Form to Spectrum Industries, Inc. If returning the agreement via fax, please send to Attn: Reseller Partners Program and fax to **(800) 335-0473**. If sending via e-mail please attach the form, enter Attn: Reseller Partners Program to the Subject line and email to [info@spectrumfurniture.com](mailto:info@spectrumfurniture.com).

Spectrum Industries, Inc.  
 925 First Avenue, PO Box 400  
 Chippewa Falls, WI 54729  
 Phone: (800) 235-1262 or (715) 723-6750  
 Fax: (800) 335-0473 or (715) 723-9002  
[www.spectrumfurniture.com](http://www.spectrumfurniture.com)



Spectrum Reseller Partnership Program Summary	Bronze	Silver	Gold	Platinum
Annual Good Faith Purchase Commitment	None	\$25k	\$100k	\$250k
Standard Price Discount from List	50%	55%	55%	55%
Products Eligible for Discount	All	All	All	All
Price Discount on <u>Approved Registered Projects</u> (Discount is from List)	--	60%	60%	60%
Onsite Product & Training Support	No	Yes	Yes	Yes
Website Technology Links	No	<u>Yes</u> Link Only	<u>Yes</u> Logo & Link	<u>Yes</u> 50 Word Bio, Logo & Link
Eligible for Custom Products	No	Yes	Yes	Yes
Showroom Discount	No	<u>Yes</u> 50/30	<u>Yes</u> 50/30	<u>Yes</u> 50/30
Spectrum Layout Services (This is a free service to Silver, Gold & Platinum Partners)	No	<u>Yes</u> N/C	<u>Yes</u> N/C	<u>Yes</u> N/C
Spectrum Installation Services (Additional Charges Apply, Ask for Details)	Yes	Yes	Yes	Yes
Eligible for Registered Order Commission	No	Yes	Yes	Yes
Spectrum Contract Teaming	No	Yes	Yes	Yes
Large Order Volume Discount	No	No	<u>Yes</u> 1% - 50K+	<u>Yes</u> 1% - 50K-99K 3% - 100K+
Growth Rebate	No	No	<u>Yes</u> 1% on all over 100K+	<u>Yes</u> 1% on all over 100K+ 3% on all over 250K

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