



# KRAMER PRODUCTS, INC. DEALER PRICING

Effective Date: June 1, 2006. Subject to change without notice.

**BASE PRICING:** 50% off suggested retail.

**MINIMUM ORDER:** 24 Half-Pint (8-oz.) bottles of *Antique Improver*.

**SHIPPING & HANDLING:** Add 10% of total order.

**TERMS:** Delivery on payment.

PRODUCT PRICING

## Kramer's Best

### ANTIQUE IMPROVER

	RETAIL PER EACH	WHOLESALE PER EACH	WHOLESALE PER DOZEN
1/2 Pint (8 oz.) .....	\$ 19.95	\$ 9.98	\$ 119.76
Pint (16 oz.) .....	38.95	19.48	233.76
Quart .....	69.95	34.98	419.76
Gallon* .....	239.95	119.98	

### BLEMISH CLARIFIER

	RETAIL PER EACH	WHOLESALE PER EACH	WHOLESALE PER DOZEN
1/2 Pint (8 oz.) .....	\$ 19.95	\$ 9.98	\$ 119.76
Pint (16 oz.) .....	38.95	19.48	233.76
Quart .....	69.95	34.98	419.76
Gallon* .....	239.95	119.98	

### WOOD FOOD OYL

	RETAIL PER EACH	WHOLESALE PER EACH	WHOLESALE PER DOZEN
3 oz. ....	\$ 12.95	\$ 6.48	\$ 77.76

\*Gallon jugs cannot be shipped. They may be picked up at my shop by appointment only.

### VOLUME DISCOUNTS:

Based on total amount of order:  
(Larger quantity discount by quote.)

\$350 or over: +1% volume discount.  
\$750 or over: +2% volume discount.  
\$1,500 or over: +3% volume discount.  
\$3,000 or over: +4% volume discount.

**MINIMUM ORDER**, each time you order, is two dozen 1/2 Pint (8 oz.) bottles of *Antique Improver*. With that purchase, any other sizes or products may be purchased at the same discount, with no other quantity restrictions or minimums.

SALES AIDS

### BROCHURES:

With order, 1 Brochure for each bottle ordered ..... **FREE**  
ADDITIONAL Brochures ..... 88¢ each

**FLIERS:** ("What Is . . .?") Available padded or unpadded in quantities of 100.

INCLUDED with first order. ON REQUEST with subsequent orders ..... **FREE**  
ADDITIONAL fliers ..... \$5.00 per hundred

### NEW DEALER DISPLAY KIT

With first order ..... **FREE**  
ADDITIONAL sets ..... \$15.00 ea.

**COUNTER DISPLAY CARD** ..... \$ 6.00 ea.  
(Included in New Dealer Display Kit)

**BROCHURE HOLDER** ..... \$15.00 ea.

**FLIER HOLDER** ..... \$15.00 ea.

**LARGE LOGO SIGN** ..... \$15.00 ea.

**"BEFORE/AFTER" sign with holder** ..... \$10.00 ea.

**VIDEO** (specify Tape, DVD-R or VCD) ..... \$10.00 ea.

**T-SHIRT** (M, L, XL, XXL, XXXL) ..... \$15.00 ea.

**COFFEE MUG** ..... \$12.00 ea.

**TUMBLER** ..... \$12.00 ea.

See inside page  
for full description  
of these  
items.



### BROCHURES

— One of the 16-page "Instructions and Suggested Uses" brochures is provided, at no charge, with each bottle of product purchased. These are automatically included with each order. They are to be given to the customer with each sale. However, to prevent shoppers from expecting to receive them at no charge without purchase, we have imprinted a \$1.95 price on each. If you would like additional copies to have available for sale or for other purposes, they may be purchased for 68¢ each.

### FLIERS

— One-hundred of the salmon-colored "What Is Antique Improver" fliers are furnished with each order (more with large orders). Additional copies may be purchased for \$3.00 per hundred. These come padded, or unpadded (for use in the flier holder). There is a place on these fliers for you to stamp information about your sales location. This will remind your customers where to return to purchase additional supplies. Or, if they just take the information with them for consideration (as tourists do many times), and they use it to place a mail order with us later, we will credit your buying account with 20% of their purchase which you can apply as credit on your next order.

### New-Dealer-Referral Bonus

Recruit one of your dealer friends to start selling *Kramer's Products* and with your next order we will send you, as a reward, 12 **FREE** 8-oz. bottles of *Antique Improver* (shipping paid).

**FREE** with purchases totaling \$700!



**\$15.00  
VALUE**

## Bonus For Sales:

When your total *Kramer's Best* purchases, for the year, reach \$700, you will receive one of the "What is Antique Improver" Flier Holders.

**Plus...** with each additional \$700 in sales, during the same calendar year, you will receive \$15.00 credit to be used for purchase of any Sales Aids or Specialty Items. (See inside page for complete descriptions.)

NOTE: This offer is not valid for use in conjunction with the Master Dealer Program or with any other large-volume special offers.

ORDER FORM ON BACK

# KRAMER PRODUCTS, INC. DEALER ORDER FORM



**MINIMUM ORDER IS  
24 HALF-PINT (8-OZ.) BOTTLES  
OF ANTIQUE IMPROVER.**

SIZE	PRICE PER EACH	PRICE PER DOZEN	QUANTITY ORDERED	PRICE TOTAL
------	-------------------	--------------------	---------------------	----------------

### Kramer's Best

<input type="checkbox"/> ANTIQUE IMPROVER .....	1/2 Pint (8 oz.)	\$ 9.98	\$ 119.76*	_____	_____
<input type="checkbox"/> ANTIQUE IMPROVER .....	Pint (16 oz.)	\$ 19.48	\$ 233.76	_____	_____
<input type="checkbox"/> ANTIQUE IMPROVER .....	Quart	34.98	419.76	_____	_____
<input type="checkbox"/> ANTIQUE IMPROVER .....	Gallon	119.98**		_____	_____
<input type="checkbox"/> BLEMISH CLARIFIER .....	1/2 Pint (8 oz.)	9.98	119.76	_____	_____
<input type="checkbox"/> BLEMISH CLARIFIER .....	Pint (16 oz.)	\$ 19.48	\$ 233.76	_____	_____
<input type="checkbox"/> BLEMISH CLARIFIER .....	Quart	34.98	419.76	_____	_____
<input type="checkbox"/> BLEMISH CLARIFIER .....	Gallon	119.98**		_____	_____
<input type="checkbox"/> WOOD FOOD OYL .....	3-oz.	6.48	77.76	_____	_____
<input type="checkbox"/> PACKAGE SPECIAL*** .....	_____ @ _____			_____	_____

\* Minimum order each time you order is 24 of the 8-oz. Antique Improver.  
 \*\* Gallon jugs cannot be shipped. They may be picked up at my shop by appointment.  
 \*\*\* Other discounts and premiums may not apply. See terms of individual offers.

### Sales Aids & Specialty Items

<input type="checkbox"/> BROCHURES (additional) .....	per each 88¢	_____	_____
<i>(One brochure provided with each bottle ordered)</i>			
<input type="checkbox"/> FLIERS (additional) .....	per hundred \$ 5.00	_____	_____
<i>(Pad of 100 included with order ON REQUEST)</i>			
<input type="checkbox"/> NEW-DEALER DISPLAY KIT .....	per each \$15.00	_____	_____
<i>(Free with first Dealer Order)</i>			
<input type="checkbox"/> COUNTER DISPLAY CARD .....	per each \$ 6.00	_____	_____
<i>(Included in New-Dealer Display Kit)</i>			
<input type="checkbox"/> BROCHURE HOLDER .....	per each \$15.00	_____	_____
<input type="checkbox"/> FLIER HOLDER .....	per each \$15.00	_____	_____
<input type="checkbox"/> "BEFORE/AFTER" SIGN with easle holder .....	per each \$10.00	_____	_____
<input type="checkbox"/> VIDEO (specify Tape, DVD-R or VCD) .....	per each \$10.00	_____	_____
<input type="checkbox"/> LARGE LOGO SIGN (20-inch) .....	per each \$15.00	_____	_____
<input type="checkbox"/> T-SHIRT (M, L, XL, XXL, XXXL - please indicate) .....	per each \$15.00	_____	_____
<input type="checkbox"/> MUG (hand-thrown pottery) .....	per each \$12.00	_____	_____
<input type="checkbox"/> TUMBLER (same as mug — no handle) .....	per each \$12.00	_____	_____



**"What is Antique Improver?"**  
**salmon-colored fliers**  
 \_\_\_ Padded \_\_\_ Unpadded  
*(Unpadded for use in Flier Holder)*

Shipping on Sales Aids ordered separately is \$7.50 per order. When combined with a product order it is at the normal rate of 10% of total order.

SUBTOTAL	_____
VOLUME DISCOUNT (see Price Sheet)	_____
CREDIT VOUCHER	_____
TOTAL PRODUCT COST	_____
← SHIPPING (10% of product cost)	_____ +
TOTAL AMOUNT ENCLOSED	_____

**Is this your first wholesale order?** \_\_\_\_\_

SHOP NAME _____	CONTACT _____
ADDRESS _____	ORDER DATE _____
CITY/STATE/ZIP _____	Web Site _____
PHONE _____	FAX _____
E-Mail _____	
PAYMENT: [ ] Check [ ] Money Order [ ] MasterCard [ ] Visa [ ] Discover [ ] American Express	
If Credit Card: Card No. _____ Exp. Date _____	
Name on Card _____	Signature _____

**Send orders to: KRAMER PRODUCTS, INC / P.O. Box 8715, Sugar Creek, MO 64054 / 816-252-9512**  
**Fax: 816-252-9121 / E-Mail: info@kramerize.com / Web site: www.kramerize.com**