



Secure Stable Pricing - Reduce Inventory Costs

S&W Manufacturing's Make & Hold program gives preferred filing systems dealers a valuable opportunity to improve market competitiveness through secure long-term stable pricing and reduced inventory costs.

How does the program work?

Holding large amounts of inventory is expensive and placing multiple small orders throughout the year prevents you from receiving large volume discounts.

The S&W Make & Hold program offers a VERY valuable benefit to your organization through reduced inventory costs and large volume pricing.

When you place an order, typically for an annual quantity, we will produce your product and warehouse it here at the S&W facility **INTEREST FREE**. On demand we will ship the desired quantity of product to you or your customers.

Placing a larger single order gives you the benefit of high volume pricing. Payment can be made either upfront, thus avoiding release and handling fees, or at the time of individual shipments.

Program Rules

1. To qualify for the Make & Hold program dealers must have committed a significant volume of paper products to S&W and have a strong credit history.
2. Program applies to custom products of any type with the exception of a dealer's "Stock" private label items.
3. Minimum total order value is \$6,000 net.
4. The entire quantity of a single Make & Hold order must be shipped within 18 months.
5. All order details, numbering sequences, year bands, etc., must be finalized and included with the initial order.
6. S&W will produce the entire order within the quoted lead time. No changes or cancellations will be accepted after the lead time has passed.
7. Releases from the dealer will be shipped on demand within 2 business days. Releases must be in full carton quantities and submitted in writing (email is acceptable).
8. On-hand quantity of your Make & Hold order is available upon request by contacting S&W.
9. Credit status must be maintained at a satisfactory level. Erratic payment patterns or late invoices could cause releases to be delayed or halted.
10. Product not shipped at the end of the program time will be invoiced to the dealer and become due and payable.

A \$0.35 per carton handling fee and \$10.00 processing fee apply to each release. Dealers who pay for the entire order upfront will have handling and release fees waived.

If You Have Any Questions or Require Additional Information Please Call Our Customer Service Department

Call Toll-Free: 1-800-845-8350

