

## **BLAZY SUSAN UNILATERAL DISTRIBUTOR PRICING POLICY**

### **BLAZY SUSAN UNILATERAL POLICY: ACTIVE DATE - 9/9/2022**

This document was drafted as a unilateral policy and does not constitute an agreement.

Dealers and resellers are free to exercise their own discretion and either abide or not by the policy's guidelines.

None of the terms or consequences discussed in this policy are subject to negotiation and no employee has the right to make changes or discuss changes with any reseller party.

### **WHAT IS THE PURPOSE OF THIS POLICY?**

The purpose of this policy is to set the price floor high enough to encourage dealers to provide a higher level of service. This is designed to incentivize you as a Blazy Susan distributor to push the brand and encourage interbrand competition. This allows each distributor, regardless of scale, in the Blazy network to be able to compete while maintaining our premium reputation. Customers will look for the best service and shipping prices instead of going to the cheapest online reseller, preventing "free-loading", and allowing Blazy to thrive in your retail network!

### **WHO DOES THIS APPLY TO?**

All Blazy Susan wholesalers and distributors and their respective distributor networks selling to retail stores in the USA. A retailer is any store, physical or online that sells Blazy Susan products to the end consumer. A distributor is any entity that sells Blazy Susan products for resale.

### **WHAT DOES THIS MEAN?**

The pricing below in the "Minimum Price to Retailers" column dictates the lowest price distributors and/or wholesalers can offer to retailers, regardless of discounts, sales or "In-Cart" offers.

### **WHAT ARE THE CONSEQUENCES?**

Violation of the Minimum Price to Retailers will result in termination of the supply of Blazy Susan products.

Blazy Susan LLC reserves the right to terminate supply of inventory to any parties violating the pricing given by Blazy Susan's active pricing policy. Blazy Susan will not be held accountable for any losses, present or future, incurred from this penalty.

### **HOW DO I COMPLY?**

Maintain a sale price at or above the prices set in Table 1, this is the absolute floor price you can sell to a retail store. Product cannot be sold below this price regardless of sale or special discount.

### **BUT I ONLY SELL TO OTHER DISTRIBUTORS - HOW DOES THIS AFFECT ME?**

This policy does not govern your wholesale pricing to other distributors only to retailers or those who sell direct to consumers (Online stores or parties who utilize 3rd-Party Sellers (Ebay, Amazon, Etc..)).

The pricing structure shown in Table 2 is provided as a suggestion to help you maximize your distributor network and in no way is enforced as a part of this policy. Dealers and resellers are free to exercise their own discretion and either abide or not by the pricing given in Table 2.

PRODUCT IMAGE	PRODUCT NAME	DISPLAY BOXES PER CASE	SUGGESTED WHOLESALE PRICE	MINIMUM WHOLESALE PRICE
	Pink Papers - 1 1/4" Standard	25	\$36.00	\$28.00
	Pink Papers - King Size Slim	25	\$38.00	\$30.00
	Pink Papers - King Size Wide	25	TBD	\$30.00
	Pink Papers - High Roller Kit	10	\$47.00	\$40.00
	Pink Filter Tips	50	\$10.00	\$8.50
	Pink Pre-Rolled Filter Tips 100 Tips per Tin 12 Tins per Display Box	18	TBD	\$54.00
	Pink Cones - Shortys 12 pk	24	\$45.00	\$36.50
	Pink Cones - 1 1/4" 6pk	24	\$38.00	\$28.50
	Pink Cones - King Size 3 pk	24	\$35.00	\$26.50
	Pink Cones - Shortys 50 ct	36	\$10.00	\$8.50
	Pink Cones - 1 1/4 50 ct	36	\$9.25	\$8.75
	Pink Cones - 98mm 50 ct	36	\$11.00	\$9.00
	Pink Cones - King Size 50 ct	36	\$11.25	\$9.25
	Pink Cones - Queen Size 25 ct	36	TBD	\$9.50

PRODUCT IMAGE	PRODUCT NAME	DISPLAY BOXES PER CASE	SUGGESTED WHOLESALE PRICE	MINIMUM WHOLESALE PRICE
	Unbleached Papers - 1 1/4" Standard	25	\$34.00	\$25.00
	Unbleached Papers - King Size Slim	25	\$36.00	\$27.00
	Unbleached Papers - High Roller Kit	10	\$45.00	\$37.00
	Unbleached Filter Tips	50	\$10.00	\$8.50
	Unbleached Cones - 1 1/4" 6pk	24	\$38.00	\$26.00
	Unbleached Cones - King Size 3 pk	24	\$29.00	\$25.00
	Unbleached Cones - Shortys 50 ct	36	\$9.50	\$8.00
	Unbleached Cones - 1 1/4 50 ct	36	\$7.75	\$8.25
	Unbleached Cones - 98mm 50 ct	36	\$10.00	\$8.50
	Unbleached Cones - King Size 50 ct	36	\$9.25	\$8.75

PRODUCT IMAGE	PRODUCT NAME	DISPLAY BOXES PER CASE	SUGGESTED WHOLESALE PRICE	MINIMUM WHOLESALE PRICE
	Purple Papers - 1 1/4\" Standard	25	\$36.00	\$28.00
	Purple Papers - King Size Slim	25	\$38.00	\$30.00
	Purple Papers - King Size Wide	25	TBD	\$30.00
	Purple Papers - High Roller Kit	10	\$47.00	\$40.00
	Purple Filter Tips	50	\$10.00	\$8.50
	Purple Pre-Rolled Filter Tips 100 Tips per Tin 12 Tins per Display Box	18	TBD	\$54.00
	Purple Cones - Shortys 12 pk	24	\$49.00	\$36.50
	Purple Cones - 1 1/4\" 6pk	24	\$38.00	\$28.50
	Purple Cones - King Size 3 pk	24	\$35.00	\$26.50
	Purple Cones - Shortys 50 ct	36	\$10.00	\$8.50
	Purple Cones - 1 1/4\" 50 ct	36	\$9.25	\$8.75
	Purple Cones - 98mm 50 ct	36	\$11.00	\$9.00
	Purple Cones - King Size 50 ct	36	\$10.00	\$9.25
	Purple Cones - Queen Size 25 ct	36	TBD	\$9.50

PRODUCT IM- AGE	PRODUCT NAME	DISPLAY BOXES PER CASE	SUGGESTED WHOLESALE PRICE	MINIMUM WHOLESALE PRICE
	Pink Pre Rolled Cones - Shorty 20 CT	24	TBD	\$45.00
	Pink Pre Rolled Cones - 1 1/4" 20 CT	24	TBD	\$45.60
	Pink Pre Rolled Cones - 98mm 20 CT	24	TBD	\$46.20
	Pink Pre Rolled Cones - King Size 20 CT	24	TBD	\$46.20
	Purple Pre Rolled Cones - Shorty 20 CT	24	TBD	\$45.00
	Purple Pre Rolled Cones - 1 1/4" 20 CT	24	TBD	\$45.60
	Purple Pre Rolled Cones - 98mm 20 CT	24	TBD	\$46.20
	Purple Pre Rolled Cones - King Size 20 CT	24	TBD	\$46.20
	Unbleached Pre Rolled Cones - Shorty 20 CT	24	TBD	\$44.40
	Unbleached Pre Rolled Cones - 1 1/4" 20 CT	24	TBD	\$45.00
	Unbleached Pre Rolled Cones - 98mm 20 CT	24	TBD	\$45.60
	Unbleached Pre Rolled Cones - King Size 20 CT	24	TBD	\$45.60

PRODUCT IMAGE	PRODUCT NAME	DISPLAY BOXES PER CASE	SUGGESTED WHOLESALE PRICE	MINIMUM WHOLESALE PRICE
	Rose Wraps 25 units per display box	50	TBD	\$23.00
	Rose Cones 10 units per display box	50	TBD	\$14.20
	Tea Leaf Wraps 25 units per display box	50	TBD	\$23.00
	Tea Leaf Cones 10 units per display box	50	TBD	\$14.20
	Russian Cream Tea Leaf Wraps 25 units per display box	50	TBD	\$23.00
	Russian Cream Tea Leaf Cones 10 units per display box	50	TBD	\$14.20
	Honey Lemon Tea Leaf Wraps 25 units per display box	50	TBD	\$23.00
	Honey Lemon Tea Leaf Cones 10 units per display box	50	TBD	\$14.20

PRODUCT IMAGE	(PRODUCT NAME	DISPLAY BOXES PER CASE	SUGGESTED WHOLESALE PRICE	MINIMUM WHOLESALE PRICE
	Dead Head Rolling Co - 1 1/4" Standard Rolling Papers	25	\$36.00	\$28.00
	Dead Head Rolling Co - King Size Slim Rolling Papers	25	\$38.00	\$30.00
	Dead Head Rolling Co - King Size Wide Rolling Papers	25	TBD	\$30.00
	Dead Head Rolling Co - 1 1/4" Pre Rolled Cones, 6pk	24	\$38.00	\$28.50
	Dead Head Rolling Co - King Size Pre Rolled Cones, 3 pk	24	\$35.00	\$26.50
	Dead Head Rolling Co - 1 1/4 Pre Rolled Cones, 50 ct	36	\$9.25	\$8.75
	Dead Head Rolling Co - 98mm Pre Rolled Cones, 50 ct	36	\$11.00	\$9.00
	Dead Head Rolling Co - King Size Pre Rolled Cones, 50 ct	36	\$10.00	\$9.25
	Dead Head Rolling Co - Grinders 6 Units per Display (4 designs)	20	TBD	\$16.25
	Dead Head Rolling Co - 650 mAh Batteries 10 Units per Display (4 designs)	40	TBD	\$9.50
	Dead Head Rolling Co - Small Rolling Tray (8 designs, 1 design per case)	200	TBD	\$6.50
	Dead Head Rolling Co - Medium Rolling Tray (8 designs, 1 design per case)	100	TBD	\$8.75

PRODUCT IMAGE	PRODUCT NAME	DISPLAY BOXES PER CASE	SUGGESTED WHOLESALE PRICE	MINIMUM WHOLESALE PRICE
	Pink Cones - 1 1/4 900 ct	6	\$69.50	\$63.00
	Pink Cones - 98mm 800 ct	6	\$70.00	\$64.00
	Pink Cones - King Size 800 ct	6	\$71.00	\$64.25
	Unbleached Cones - 1 1/4 900 ct	6	\$69.50	\$61.00
	Unbleached Cones - 98mm 800 ct	6	\$70.00	\$62.00
	Unbleached Cones - King Size 800 ct	6	\$71.00	\$62.25
	Purple Cones - 1 1/4 900 ct	6	\$69.50	\$63.00
	Purple Cones - 98mm 800 ct	6	\$70.00	\$64.00
	Purple Cones - King Size 800 ct	6	\$71.00	\$64.25









PRODUCT IMAGE	PRODUCT NAME	DISPLAY BOXES PER CASE	SUGGESTED WHOLESALE PRICE	MINIMUM WHOLESALE PRICE
	Aluminum 4-Piece Grinder 6 colors to choose from 1 color per case of 100	100	TBD	\$15.00
	Herb Saver Grinder - Large	20	TBD	\$39.00
	Herb Saver Grinder - Mini	20	TBD	\$54.00
	Purize Filter Tips - Xtra Slim 100 ct Jar 10 Jars Per Unit	6	TBD	\$140.00
	Purize Filter Tips - Xtra Slim 50 ct Bag 20 Bags per Unit	12	TBD	\$110.00
	Purize Filter Tips - Regular, 50 ct Bag 10 Bags per Unit	12	TBD	\$60.00
	Purize Filter Tips - Xtra Slim 10 ct Box 20 Boxes per Unit (Pink or Purple)	20	TBD	\$36.00
	Purize Filter Tips - Regular 10 ct Box 20 Boxes per Unit (Pink or Purple)	20	TBD	\$36.00

PRODUCT IMAGE	PRODUCT NAME	DISPLAY BOXES PER CASE	SUGGESTED WHOLESALE PRICE	MINIMUM WHOLESALE PRICE
	Cone Packer and Roach Tool 36 Per Unit	18	TBD	\$46.00
	Resin Blaster Glass Cleaner	24	TBD	TBD
	Resin Blaster Magnetic Scrubber	100	TBD	\$11.00
	Resin Blaster Glass Caps 10 units per display box	30	TBD	\$4.75
	Bamboo Rolling Machine - 78mm 12 units per display box	20	TBD	\$51.00
	Bamboo Rolling Machine - 110mm 12 units per display box	20	TBD	\$57.00
	Bamboo Rolling Machine - 110mm Wide 12 units per display box	20	TBD	\$66.00
	Cone Rolling Tool 48 per Mixed Display	12	TBD	\$150.00
	Silicone Ashtray 9 colors to choose from 1 color per case of 150	150	\$6.00	\$5.50
	Classic Ashtray (2 designs, 1 design per case)	200	TBD	\$4.25
	Blazy Smokers Kits (8 Designs, 1 design per case)	28	TBD	\$20.00
	125ML UV Glass Jar	60	TBD	\$8.60

PRODUCT IMAGE	PRODUCT NAME	DISPLAY BOXES PER CASE	SUGGESTED WHOLESALE PRICE	MINIMUM WHOLESALE PRICE
	Cotton Buds - 300 ct (Pink and White)	60	\$4.25	\$4.00
	Cotton Buds - 100 ct (Pink and White)	144	\$2.25	\$2.00
	Secret Box Battery 6 Units per Mixed Display	30	TBD	\$10.00
	Classic Pen Battery 30 Units per Display - 1 Color (Pink, Purple, OR Black)	24	TBD	\$8.50
	14mm Quartz Banger	176	TBD	\$13.75
	45mm Dab Jars - 24 ct Display	20	\$36.00	\$32.00
	32mm Dab Jars - 52 ct Display	20	\$52.00	\$40.00
	Silicone Dab Station 9 colors to choose from 1 color per case of 150	150	\$6.00	\$5.50
	Deluxe Dab Station 9 Colors to choose from 1 color per case of 50	50	TBD	\$8.75
	Silicone Dab Pad 12 colors to choose from 1 color per case of 25	25	\$8.50	\$8.00

PRODUCT IMAGE	PRODUCT NAME	UNITS PER CASE	SUGGESTED WHOLESALE PRICE	MINIMUM WHOLESALE PRICE
	Blazy Susan Spinning Rolling Tray - Black	10	\$57.00	\$52.00
	Blazy Susan Spinning Rolling Tray - Cherry	10	\$57.00	\$52.00
	Blazy Susan Spinning Rolling Tray - Pink	10	\$57.00	\$52.00
	Blazy Susan Spinning Rolling Tray - Birch	10	\$57.00	\$50.00
	Dab Tray - Black	15	\$23.00	\$25.00
	Dab Tray - Cherry	15	\$23.00	\$25.00
	Dab Tray - Pink	15	\$23.00	\$25.00
	Dab Tray - Birch	15	\$23.00	\$25.00
	Stainless Steel Tray (3 colors)	50	\$12.00	\$10.00
	Hemp Plastic Rolling Tray (3 colors)	30	\$15.00	\$12.50
	Tin Rolling Tray, Medium	100	TBD	\$6.50
	Tin Rolling Tray, Small	200	TBD	\$8.75
	Tin Rolling Tray with Lid, Medium (6 designs)	50	TBD	\$7.00
	Tin Rolling Tray with Lid, Small (9 designs)	100	TBD	\$4.75

PRODUCT IMAGE	PRODUCT NAME	UNITS PER CASE	SUGGESTED WHOLESALE PRICE	MINIMUM WHOLESALE PRICE
	Classic Stashpack	18	TBD	\$29.00
	Step and Repeat Stashpack	20	TBD	\$32.00
	Over-the-Shoulder Bag	50	TBD	\$24.25
	Cross-Body Bag	100	TBD	\$26.00
	Stash Bag (Pink, Purple, & Black)	26	TBD	\$33.25
	Fanny Pack (Pink & Purple)	75	TBD	\$15.00