



Private Label Program



General Description

Soy Technologies has a flexible private label program designed around two principles: 1) low start up costs, and 2) easy to understand. Just as importantly, since all of our products are recognized by the EPA's Design for the Environment that recognition is easily transferred to the customer. The DfE logo appears on the label, if requested, and the branded product appears on the EPA web site. Here's how the program works...

Start-up Cost

Assuming the same packaging as Soy Technologies' branded products, products are the same cost as our branded products (see pricing detail for volume pricing and freight policy). This assumes our same packaging (bottles, sprayers, cases). The extra cost involved is the product label - \$500.00 per label for a 5-gal pail, or bottle or canister requiring a front and back label, and \$250.00 for a bottle requiring a single label. This one-time cost includes the label design or assistance with the design if necessary, die-charges and the cost of the labels themselves.

Who pays the start-up cost of the label?

- With an initial order of a full pallet of a single product, SoyTech pays this entire cost. With an initial order less than a full pallet, customer pays this cost. For 8 oz. or 22 oz. packaging only, cost is split 50/50 if a minimum of ½ pallet (60 cases) is ordered. This cost is then credited back if a total of 125 cases are ordered within a 12 month period from first order. Net start-up cost for a total of 125 cases within 12 months is then -0-.
- If the Soy Technologies logo appears on the label (i.e. "manufactured by"), we will pay 50% of the cost of the label, or, in the case of a full pallet, issue a product credit of \$125.00 or \$250.00 (applied on the next order only).
- Pallet Sizes:
 - 16 x 8 oz = 125 cases
 - 6 x 22 oz. = 125 cases
 - 12 x 22 oz. = 60 cases
 - 12 x 32 oz. = 60 cases
 - 4 x 1 gal = 39 cases
 - 4 x 70 count wipes = 80 cases
 - 5 gal. pails = 48 pails

Minimum order...none. It's that easy!

What Else Is Included?

- Reasonable number of 2 oz. sample bottles for customer training and samples for customers. Additional samples are available for \$1.00/ea.
- Customized MSDS.
- Graphic files and assistance if customer provides label design.

Options Available

- Number and color of sprayers (color variations limited pending volume)
- MSDS inserted into case or not.
- Case label or blank (standard is using one of the bottle labels)
- Special packaging configurations
- Custom blends

Timeframe

- For initial order - allow 6-8 weeks from the approval of label proofs.
- For reorders – allow 3-4 weeks* depending on volume.

Other Terms & Conditions

- \$500.00 deposit required at time of label proofs and prior to ordering labels. Deposit is non-refundable once labels are ordered, and credited at the completion of first order.
- Label design subject to approval of Soy Technologies (proper application of use, instructions for use, etc.).
- DfE logo placement subject to terms and conditions outlined by the US EPA Program guidelines.
- Private label products are non returnable (see Terms & Conditions).
- * Customer to provide forecast after the first order in order to assure labels are in stock and available. If labels not in stock, add 2 weeks.
- All packaging subject to availability and assumes standard packaging used for Soy Technologies' branded products. For custom packaging, call us for quote and availability.