



Private Label Program *Cleaners, Degreasers, and Strippers*

General Description

Soy Technologies has a flexible private label program designed around two principles: 1) low start up costs, and 2) easy to understand. Pricing is the same as our branded products – please contact us for current pricing.

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). The extra cost involved is the product label - \$500.00 per product size. 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 32 oz packaging only, cost is split 50/50 if a minimum of ½ pallet (50 cases) is ordered. This cost is then credited back if a total of a full pallet is ordered within a 12 month period from the first order. The net start-up cost for a total of 100 6x32oz cases ordered and delivered 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 \$250.00 (applied on the next order only).
- Pallet Sizes:
 - 16 x 8 oz = 100 cases
 - 6 x 32 oz = 100 cases
 - 12 x 32 oz. = 50 cases
 - 4 x 1 gal = 48 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

EPA's Design for the Environment Program

- While Soy Technologies was one of the early adopters of the DfE Program and had all of the formulations recognized since 2006, the program has gone through several changes, with significant extra costs added on. At this time we are unable to recognize private label brands with the DfE logo though customers are welcome to go through the process themselves. We are still evaluating the merits of the new program requirements and will update this stipulation when changes occur.

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 prior to the start of the label design. Deposit is non-refundable once label design is started, and credited at the completion of the order.
- Soy Technologies regular credit and freight policies apply.
- Label design subject to approval of Soy Technologies (proper application of use, instructions for use, etc.).
- Private label products are non returnable (see Terms & Conditions).
- While Soy Technologies carries standard Product Liability Insurance, that insurance does not cover private label brands outside of our normal product warranty. Customers should therefore plan to carry their own Product Liability Insurance since they are the manufacturer on record.
- * 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.