

#### **GENERAL TERMS & CONDITIONS**

## **TradeGrade Policy**

- I. Pentair Water Pool and Spa, Inc. ("Pentair") has established a TradeGrade policy for Trade Grade Products (defined below), effective May 31, 2024.
- II. This policy was established to provide an exceptional product ownership experience to pool owners by manufacturing equipment that perform to the highest standards while protecting the integrity of the Pentair brand. To achieve this objective, this policy was established to ensure accurate assessments and requirements (i.e. plumbing size, hydraulics, electrical, and/or gas lines) in order to assure proper equipment specification and installation by a trained pool professional.
- III. Pentair expects its distributors, dealers and other resellers of TradeGrade Products to utilize its best efforts in promoting, selling and advising potential customers of the benefits of Pentair's TradeGrade portfolio of products.
- IV. TradeGrade Products must be sold by qualified pool professionals in store (such as: pool builders, brick and mortar retailers and/or pool service companies) and cannot be sold online.
- V. This TradeGrade policy applies to those products and SKUs located on Pentair.com/TradeGrade.
- VI. The TradeGrade Policy is being unilaterally implemented and enforced by Pentair.

#### **VIOLATIONS**

- I. The TradeGrade policy is applicable to any and all distributors, dealers and other resellers of TradeGrade Products. In the event of a violation of this TradeGrade policy, Pentair reserves the right, at its sole discretion, to take such corrective and remedial actions as Pentair believes appropriate. Such actions may include, without limitation:
  - i. Reduction in Pentair Partners Incentive Program (PIP) rewards and/or complete removal from an incentive program
  - ii. Declaring a distributor, dealer or reseller ineligible for certain pricing promotions and/or marketing programs, including, but not limited to, access to and utilization of the resources and materials contained within the Pentair Partner Center.
  - iii. Refusal to accept future orders for all or certain lines of Pentair-branded products until, in Pentair's sole opinion, the violation is cured, and/or
  - iv. Termination of the distributor's, dealer's or reseller's ability to purchase and/or resell Pentair-branded products.







## **TradeGrade Policy**

II. You, as a pool professional (pool builder, brick and mortar retailer, and/or pool service company) and pool distributor, are prohibited from selling TradeGrade products online, including to or through online retailers or resellers. This includes any drop-shipping of TradeGrade Products on behalf of, or to complete the sale for, online retailers or resellers. This does not mean you cannot show TradeGrade products on your website, however, you MUST state that TradeGrade products are ONLY available in-store. You are also permitted to state a percentage or dollar amount off. When advertising a TradeGrade product online or in any marketing materials, you CANNOT provide "click for a quote", "add to cart", "call for quote", or any derivation of these phrases, and you also CANNOT show a product price or sell it via any online medium or auction site, such as Amazon® or eBay®. See Appendix A for examples of acceptable and unacceptable online advertising uses. Failure to abide by the terms of this provision shall constitute a violation of the TradeGrade policy, subject to the corrective and remedial actions set forth above.

#### OTHER

- I. This TradeGrade policy supersedes and replaces any prior policies or directives which were in effect as of the effective date with respect to restrictions on sale, advertisement or other restrictions outlined in this policy with respect to TradeGrade Products.
- II. Pentair will unilaterally determine the need for any enforcement and the nature of such enforcement. Pentair may modify, alter, suspend or cancel this TradeGrade policy at any time and for any reason in Pentair's sole discretion.
- III. Without limiting the foregoing, Pentair may amend the TradeGrade policy from time to time to add new products without altering or limiting the application of the TradeGrade policy to the existing products subject to the policy.

Please contact us with any questions you may have.

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# **TradeGrade Policy**

#### **APPENDIX A**

#### **ACCEPTABLE** advertising options



Can say
"Available
In-Store Only"
when
advertising a
TradeGrade
product online.



Can show a percent or dollar amount off when advertising a TradeGrade product online.

### **UNACCEPTABLE** advertising options



Cannot list a price for a TradeGrade product when advertising online.



Bring the Comfort of Home Into the Pool With Natural Lighting.



CART

TRADEGRADE

Cannot say
"ADD TO
CART" when
advertising a
TradeGrade
product
online.



Bring the Comfort of Home Into the Pool With Natural Lighting.



PRICE

TRADEGRADE

advertising TradeGrade product online.

Cannot say

"CALL FOR

PRICE" when



Bring the Comfort of Home Into the Pool With Natural Lighting.



EMAIL FOR QUOTE "EMAIL FOR A QUOTE" when advertising TradeGrade product online.



