



Ohio Pet Foods, Inc.  
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**Terms and Conditions of Sale:**

Definition of Purchaser: Any company, individual or organization buying products from Ohio Pet Foods, Inc.

Payment: Upon approval of credit, terms of payment are 3% discount of net if payment is received prior to shipment, 2% discount of net if payment is received by Ohio Pet Foods in 10 calendar days from date order is shipped, otherwise net 30 calendar days from date order is shipped. If payment is not received in 30 calendar days, a 2% finance charge of the remaining balance will be added every month until invoice is paid in full. Finance charges not to exceed 24% annually. All international orders are cash in advance. To receive proper discount or to avoid finance charges please refer to the OPF Payment Discount Policy form. Discounts can only be taken if an account has no past due invoices (30 days) or existing finance charges. Discounts can only be taken on finished product costs. Freight charges, pallets, document fees, etc. are not discountable items. All payments being made on past due open invoices are to be wire transferred or sent via an overnight service such as Fed Ex Express.

Credit Cards: All payments made with a credit card do not qualify for any discounts. Also, account balances being paid for with a credit card must be paid, in full, no later than 10 calendar days from the date the order was placed.

Freight: All freight charges are the responsibility of the purchaser unless otherwise agreed to between Ohio Pet and the purchaser. Purchase discounts do not apply to freight costs or pallets.

Delivery: Unless otherwise stated, the purchase price of a quoted product is F.O.B. Lisbon, Ohio.

Quotations: All quotes are made for immediate acceptance and are subject to withdrawal or change without prior notice.

Credit: All purchasers are subject to a credit approval. If Ohio Pet determines a purchaser's credit and/or payment history is insufficient, terms will be net cash in advance or net cash with order. Customers can not exceed their account credit limit.

Storage: Unless an agreement has been made in advance, the following storage charges will be incurred. Once an order is confirmed ready to ship, a 2% storage fee will be incurred after 10 days if the load has not shipped. If, after 17 days, the load has not shipped, an additional 2% storage fee will be incurred. If, after 24 days, the load has still not shipped, an additional 2% storage fee will be incurred. Finally, if after 30 days, the load still has not shipped it will be shipped to a warehouse, of the customer's choice, at the customer's expense.

Inventory: Unless an agreement has been made in advance, any product remaining in inventory for a period of 30 days, from date of production, will be considered sold and invoiced accordingly.

Pricing: Selling price is set based on the ship date of the order.

**OPF Payment Discount Policy:**

Ohio Pet Foods offers its qualifying customers the following discount on orders; 3% cash in advance, 2% in 10 days and Net in 30 days. If you are lucky enough to have received these discounts, the following are the payment procedures you are to follow;

**3% Cash in Advance:**

A customer is awarded a 3% discount on their order if the funds are wired to OPF on the pick up date or sent via an overnight service (Fed Ex) for delivery first thing (Priority service) the following morning (before 10 am).

**2% in 10 days:**

A customer is awarded a 2% discount on their order if the funds are wired to OPF on the 10<sup>th</sup> calendar day following the pick up date, a check is mailed with a postmark date no later than 9 calendar days following the pick up date or a check is sent via an overnight service (Fed Ex) for delivery first thing (Priority service) the morning of the 10<sup>th</sup> calendar day following the pick up date (before 10 am).

**Net 30 days:**

A customer's total invoice amount is due 30 calendar days following the pick up date. No finance charges will incur, if and only if, a check is mailed with a postmark date no later than 29 calendar days following the pick up date.

**Credit Cards:**

All payments made with a credit card do not qualify for any discounts. Also, account balances being paid for with a credit card must be paid, in full, prior to the order shipping or no later than 10 calendar days from the date the order was placed; whichever comes first.

**Additional Information:**

Discounts can only be taken if an account has no past due invoices (30 days) or existing finance charges. Discounts can only be taken on finished product costs. Freight charges, pallets, document fees, etc. are not discountable items.

E&OE

Sincerely,

Travis Golladay  
Treasurer  
Ohio Pet Foods, Inc.