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# MAP Policy

As an Outdoor Recreation Brand, nCamp is focused on maintaining a premium position in the marketplace. In recognition of the investment in time and resources required for our high-quality Resellers/Dealers/Distribution to provide the level of customer service and product knowledge expected from our customers, nCamp is committed to enforcing policies which allow our resellers to maintain profit margins through the sale of our products. nCamp has an established Minimum Advertised Price (MAP) Policy that an Authorized Reseller must follow for the advertising and marketing of nCamp products. All nCamp Authorized Resellers must agree to the terms and conditions of the following MAP Policy.

## **nCamp's MAP Policy Guidelines for nCamp Products**

MAP pricing for all nCamp products can be found on your current price list. All advertised prices must be at or above MAP for all nCamp products if a MAP price has been established by nCamp. Resellers are not required to list prices in advertising. If a price is listed in an advertisement it must be at or above MAP. Other statements such as "call for price" or "call for quote" are acceptable and permitted.

Resellers are also responsible for ensuring their nCamp pricing is at or above MAP on internet search engines. Resellers are free to set the actual resale price of any product as long as it is at or above MAP price given the most recent publication of the price list. nCamp's MAP policy for all nCamp products apply to advertising placements, including but not limited to: print ads (inserts, magazines, newspapers, catalogs, mail order catalogs, etc.), broadcast (radio and TV), direct mail, faxes, internet placement with third parties (banner ads, broadcast emails, destination pages, third-party sites), internet placements on resellers own website, and any flyers, posters or coupons.

From time to time, nCamp may permit resellers to advertise MAP Products at prices lower than the MAP price. In such events, nCamp reserves the right to modify or suspend the MAP price with respect to the affected products for a specified period of time by providing advance notice to all resellers of such changes.

## **Pricing Statements**

nCamp's MAP Policy does allow resellers to omit pricing entirely from advertisements and/or advertisement statements such as "Call for Price" or "Call for Quote."

## **Free Offers Associated with nCamp Product**

Free shipping and/or handling, 0% sales tax, or free financing promotions do not violate the MAP.



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## **All nCamp Products Price Matching Policies**

Price matching policies are acceptable. Price matching cannot be used as a valid reason for violations of nCamp's MAP Policy. Advertised price must always be at MAP or higher.

## **Failure to Comply with the MAP Policy**

At the sole discretion of nCamp, failure to comply with MAP, intentional and/or repeated failure to abide, may result in the immediate loss of Authorized Reseller status and your ability to purchase all nCamp products both direct as well as through distribution.

## **nCamp will utilize the following steps to resolve MAP violations:**

1. Any and all dealers selling nCamp products which have not signed an nCamp MAP Policy agreement are classified as Unauthorized Resellers.
2. Distributors of nCamp are required to provide a signed MAP agreement from any dealer selling nCamp products. Unauthorized dealers should not be sold to or provided a feed from any distributor whatsoever.
3. Violations from Authorized Resellers will need to be corrected within 24 hours of notification.
  1. First Violation: Authorized Reseller's account will be put on hold temporarily and a written warning will be provided. MAP violations must be corrected within 24 hours. Upon correction and following 30 days of compliance, violation will then be cleared.
  2. Second Violation: Authorized Reseller's account will be put on hold for 30 days.
  3. Third Violation: Authorized Reseller's account will be put on hold for 180 days. After this duration, nCamp will review and determine if account is to be reinstated.
  4. Fourth Violation: Should nCamp decide to reinstate an Authorized Reseller who has previously demonstrated a third violation, yet violates a fourth time, the account will be unauthorized indefinitely.

\*\*\*nCamp will issue a new price list upon the first day of each quarter, based on a calendar year. Pricing must be updated immediately upon receipt.\*\*\*



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# MAP Policy Confirmation Agreement

This nCamp MAP Policy and Confirmation Agreement is made on this date of \_\_\_\_\_, by and between, nCamp and \_\_\_\_\_.

nCamp places great value on the efforts of all resellers to represent our products and support their customers. Our MAP policy is intended to encourage competition for the sale of nCamp products in a manner that is consistent with the long-term interests of our customers. We are sure that you share our commitment to customer satisfaction and as such, we ask that you acknowledge by signing this MAP confirmation agreement.

Thank you for your prompt attention to this matter, and your continued support for nCamp products.

Read and Understood:

Authorized Reseller:

Company Name \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Web URL \_\_\_\_\_

Authorized Reseller Representative

\_\_\_\_\_

Title \_\_\_\_\_ Date \_\_\_\_\_

Email \_\_\_\_\_ Phone \_\_\_\_\_

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