



Contact

Company

Address

City, State Postal Code

Re: Preferred Supplier Agreement

Dear Contact:

Thank you for considering Lapeyre Stair as your Preferred Supplier for stairs, platforms, and alternating tread stairs.

The objective of this agreement and our relationship is to maximize the efficiency and profits of your operations while minimizing your costs. Along with our products, we believe Lapeyre Stair's knowledge, experience, and expertise in stair design and fabrication can help you achieve this objective.

If you choose to treat Lapeyre Stair as your preferred stair supplier, Lapeyre Stair will provide Company with designated value-added services (in addition to our standard services) and with a discount program for purchases of Lapeyre Stair products.

The Benefits of Lapeyre Stair's Industry Experience.

By choosing Lapeyre Stair, you are receiving the benefits of Lapeyre Stair's 40 years of experience in the stair industry. Lapeyre Stair's extensive experience and know-how give it unique capabilities to assist you in design selection and value engineering proposals to offer better alternatives to your customers. Lapeyre Stair also invests heavily in its customer service and engineering departments to better serve you and your customers.

Lapeyre Stair's Value-Added Services.

If you maintain us as your preferred stair supplier, Lapeyre Stair will provide Company with selected value-added services, such as, but not limited to, the following:

- Free design and engineering support including:
 - Custom crossover stairs and platform systems design including delivery of .pdf drawings, and .CAD or .STEP files of system models
 - Up to 3 free design revisions
 - Design concept and code compliance review meetings with dedicated engineering staff

- Stamped calculations and drawings in all 50 states (For a fee)
- Priority quote turnaround in less than 24 hours
- Remote field assistance by dedicated engineering and service representatives
- Stair design and code training webinars, including but not limited to the following topics:
 - OSHA and IBC standards and requirements for stairs, platforms, guardrails, and other walking surfaces
 - Equipment and mezzanine platform design
 - Safety standards for ladders and alternating tread stairs
 - Crossover stair design for tight space applications

Lapeyre Stair’s Discount Program.

Lapeyre Stair offers a trade-based discount of 15% to preferred customers. By signing this agreement, Company will automatically be enrolled in the discount program.

Commitment to Lapeyre Stair.

The benefits and services provided under this PSA require a significant investment on our part. Lapeyre Stair is willing to make that investment if Company is willing to use Lapeyre Stair as its preferred supplier. To indicate that you have chosen and continue to choose Lapeyre Stair as your preferred supplier, Company will use Lapeyre Stair products and services for all your conveyor crossover stairs, equipment stairs, platforms, and alternating tread stairs unless:

- Your customer specifies another stair supplier. In those cases, however, you will notify Lapeyre Stair of your customer’s intentions and afford Lapeyre Stair, when possible, an opportunity to discuss its products and services with your customer to encourage them to change their specifications to designate Lapeyre Stair products.
- Lapeyre Stair cannot provide a product that meets the design requirements for the application. In those cases, you agree to review the application with Lapeyre Stair.
- The product cannot be provided on time by Lapeyre Stair.

Lapeyre Stair takes great pride in its products, services, and relationships with customers. We believe the strongest relationships are built on mutual respect, trust, and benefit. If Company doesn’t believe it is receiving value from Lapeyre Stair or is dissatisfied for any reason, then Company is free to end this PSA at any time without prior notice. Likewise, if Lapeyre Stair believes it is not achieving the relationship necessary to continue providing you with the Value-Added Services and Discount Program, Lapeyre Stair may stop providing those benefits, but we will provide you with at least 30 days advance notice.

Relationship.

The relationship of Lapeyre Stair and Company under this Preferred Supplier Agreement is one of independent contractors engaged in the sale and purchase of Lapeyre Stair’s products. Nothing contained in this Preferred Supplier Agreement shall be deemed to create a partnership or joint venture and neither party shall incur or be responsible for the obligations or actions of the other.

Conclusion. We hope this letter clarifies our mutual expectations, strengthens our relationship, and encourages Company to use Lapeyre Stair products whenever possible. By choosing Lapeyre Stair as your preferred stair supplier, Company will be well positioned to take full advantage of all the benefits we offer. We look forward to a mutually beneficial relationship with Company.

Sincerely,

Lapeyre Stair, Inc

Confirming selection of Lapeyre Stair, Inc as preferred stair supplier by:

Name

Name

Title

Title

Date

Date

Information contained in this Preferred Supplier Agreement should be treated as the confidential information of Lapeyre Stair, Inc and is intended for viewing solely by Company. This document can not be disclosed to third parties without the written authorization of Lapeyre Stair, Inc.