

November 3, 2020

The Dealer of Record "DOR" Program is to support and reward those dealers and distributors who understand what Turtle Plastics product brands can provide to customers and are actively pursuing business opportunities within your industry. The basis of this program encompasses three elements: Initiation, Communication and Appreciation.

Initiation: Dealer/Distributor initiates a sales opportunity by on site demonstrations of our products or putting a significant amount of time into marketing, educating and selling to a qualified customer. Please note that not every sale will qualify as a DOR sale. If someone simply asks for pricing, or our product is requested on an existing bid, this does not qualify for DOR pricing. The DOR program is dependent upon the dealer'/distributor's initiation of business. Please be sure to fully document the work you've done to support your request for DOR Pricing.

Communication: Dealer/Distributor fills out and submits DOR form along with a quote request to orders@turtleplastics.com. The form is available for download on our website at any time (<https://www.turtleplastics.com/resources/>) or by contacting our customer service department (see phone number below). A representative of Turtle Plastics will confirm submission has been received and a signed copy will be returned to you if your DOR is approved. Please allow two weeks for your submission to be reviewed.

Appreciation: If all the above criteria are met, DOR will receive preferential pricing. Please note that bids can still be lost if DOR increases their bid price exponentially. Turtle Plastics is not liable for the loss of a bid due to DOR's final bid price.

DOR FINAL REVIEW

- The DOR program is to support and reward those dealers or distributors who are actively pursuing business opportunities within your industry. The DOR applicant must be an existing dealer or distributor of Turtle Plastics in good standing to apply for the DOR program.
- Submitting the DOR form does not guarantee preferential pricing. DOR criteria must be met. An approval/denial will be sent after your submission is reviewed.
- All DOR's are first come, first serve basis.
- DOR form must be filled out completely and submitted via email prior to product going out to bid. No DOR will be accepted after the RFQ has been issued.
- The DOR is awarded on a deal-by-deal basis and does not mean the dealer "owns" the DOR on affiliated product/customer that was originally approved (product swaps with like items are ok).
- If Turtle Plastics initiates the sale, no DOR's will be accepted.
- Bids can still be lost if DOR increases their bid price exponentially. Turtle Plastics is not liable for the loss of a bid due to DOR's final bid price.

CONTACT US

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