

Tab 2: Supplier Product Offering/ Pricing Structure:

- **Product Offering and Coverage:**

PPC is requesting a 2% admin fee to match what we currently pay similar Cooperatives.

PPC's proposal to AFI includes our full assortment of paint products manufactured by The Pittsburgh Paints Company. The Pittsburgh Paints products include architectural products used for typical interior and exterior commercial applications. The proposal also includes our heavier duty products which may include floor coatings, epoxies, and urethanes for more aggressive environments. Our proposal encompasses thousands of products that are used in the paint application process whether it be brushes, rollers, tape, plastic, caulk, solvents, spray cans, ladders along with spray equipment and parts.

- The Pittsburgh Paint Company is proposing Workstreams 1-5.
- The Pittsburgh Paints Company has the distribution footprint and sales force to support all AFI Members across the continental US along with Alaska and Hawaii. PPG also has a WORLD-CLASS DELIVERY MANAGEMENT SOLUTION supporting our company store locations with Integrated maps showing PPC store locations, delivery locations and vehicle movement. Our delivery management system allows PPC to offer 24-hour delivery service to our customers at no charge. PPC will make our entire catalog of products available to all AFI members
- PPC offers Pittsburgh Paints & Stains, PPG Paints, Glidden, Flood, Olympic, Liquid nails, Homax and Truefinish.

- **Pricing Structure:**

- PPC proposes offering AFI members a fixed discount off our list price for the full line of manufactured products along with a fixed discount off list on all the sundries offered through PPC, except for spray equipment, ladders, and traffic paint. Due to the extremely competitive environment and the instability in costs, Spray Equipment, ladders and non-PPCth traffic paint will be quoted by job.
- PPC will offer 50% off Retail for Pittsburgh Paints manufactured paint products and 25% off other paint Manufacturers and Supplies list price for all paint related sundry items, except for equipment and ladders.

The Pittsburgh Paints Company is offering our entire Manufactured Product line along with our entire sundry Catalog with more than 1000 items offered. This selection will give AFI members our full product assorted along with the knowledge that they are getting the best discounts on any products purchased.

All pricing includes free delivery, training, color, product assistance and assistance with proper application if requested. Only special orders may require additional delivery fees which would be addressed at the time an order is placed.

- **Workstream 1 – Interior Paint and Coatings 50% off Retail PPC Manufactured / 25% off all other brands.**
- **Workstream 2 – Exterior Paint and Coatings 50% off Retail PPC Manufactured/ 25% off all other brands.**

- **Workstream 3 – Painting Equipment, Tools and Sundries 25% off Retail all painting supplies 10% off all equipment and Ladders.**
- **Workstream 4 – High Performance Coatings/ Specialty Applications 20% off Retail.**
- All percentages listed will remain throughout our contract with AFI. The retail list price is subject to change.
- **Changes, Additions and Warranties:**
 - PPC is continually offering new and improved products to our customers. Each member will be assigned an Account Manager to manage each account. The manager assigned will make calls on members and support their coatings programs with items such as product recommendations/specifications, color matching, color tools, sundry support and general industry knowledge in support of specific member projects.
 - PPC's standard warranties cover paint material only. In some circumstances, with proper specifications and inspections, PPC will offer material and labor warranties.
 - To qualify for a warranty, products must be applied according to all label and technical data sheet instructions. Non tinted merchandise in good condition is eligible for refund/exchange with original invoice within 60 days. Tinted merchandise cannot be returned.
 - Special Order merchandise in good condition is eligible for a 75% refund with original invoice within 60 days. The reduced refund on special order products (non- PPG manufactured products) is required to cover the fee for returning products to the original manufacturer.
- **Price Competitiveness/ Most-Favored Public Pricing:**
 - Pricing offered is equal to the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
 - All AFI members will be tracked with a Corporate Code for Pricing and reporting purposes through our Central Tracking system at the Point of Sale.
- **Additional Pricing Proposals:**
 - PPC Account Managers will work with each agency to provide lower based quotes on specific projects and programs.
 - PPC offers free delivery to all AFI Members.
- **Provide Additional information relevant to this section.**

The order process occurs with the AFI member placing orders with their servicing location. Orders may be placed through multiple channels; **in person** at any store location (company owned or dealer), **email** to store location, **phone order** or **on-line** order. The order is filled by the servicing location and may be delivered (usually at no charge) or picked up by the customer. The ordering process does not vary between company-owned stores or dealer locations. All orders are sold directly to the customer which

will receive the AFI pricing on their invoice. Most orders are prepared in the store and ready for pick up within the hour. Orders scheduled for delivery are typically delivered within 24 hours at NO CHARGE to the customer.

PPC manufactures our own paint products and supplies our company owned stores and dealers across North America. Our stores receive inventory replenishment every week. Customers have the option to pick up material in our store locations or request delivery direct to their site. Deliveries are typically shipped in less than 24 hours at no charge. PPC has technical expertise, global resources, innovative services, and individualized customer service to handle any paint challenge. For more specialized product specifications or technical questions, PPC offers online and phone in support with a team of professionals available to

- A world-class product line.
- National distribution and delivery.
- Consistent volume-based pricing.
- Consistent color support.
- Centralized repository of information.
- Customized reporting.
- Flexible billing options.
- Employee discount programs.
- Streamlined painting services across all locations
- National network of painting contractors
- Project status visibility & reporting capabilities
- On-site consultations with problem area identification and tailored product solutions
- Development of specifications that meet performance and budget requirements
- Standardized solutions that drive efficiency