

# WAT & BP NEW BUSINESS MACHINE PROGRAM

**Available Styles:** Venom, 240, 260, 270, and 280

**Must Sign Supply Agreement:** If the agreement is not fulfilled by the end of the program, additional charges will be incurred

**Options:** Free BP500, BP555eS or BP555eSA; Deeply Discounted BP555eS or BP555eSA



STYLE	TERMS	VENOM	240	260	270	280
COLOR (S)		Natural, White	Natural, Snow White	Natural, Snow White, Super White	Natural, Snow White	Natural
BP500	1 Free Unit	3 pallets	2 pallets	1 pallet	1 pallet	1 pallet
BP555	50% Off 1 Unit	3 pallets	2 pallets	1 pallet	1 pallet	1 pallet
BP555	1 Free Unit	6 pallets	4 pallets	2 pallets	2 pallets	2 pallets

- End-user and Distributor must sign supply agreement and machine(s) must ship directly to the end user
- End-user must purchase IPG manufactured WAT for the table-top dispenser solely from the distributor on record for the length of the commitment
  - IPG representative can visit end-user to validate use
  - IPG reserves the right to rescind the supply agreement discount if other than IPG WAT is being used
  - IPG distributor will be invoiced the difference between the supply agreement discounted price and the original price
  - WAT purchases will be validated using end-user price contract number or point of sale (POS) reporting
- Include supply agreement number on purchase order
- Can not be combined with any other Better Packages or IPG volume discounts
- This program is for distribution partners and does not apply to converters
- IPG reserves the right to exclude price supported business including but not limited to National Accounts customers
  - End-users with an active Heavy Metal contract including WAT are **not** eligible for this program
  - Printed WAT is eligible
  - Private label WAT is **not** eligible
- New Business is defined as:
  - An end-user who has not purchased IPG WAT in the past 12 months
  - A new end-user who is currently purchasing a competitor's WAT
  - A new end-user who is purchasing a competitor's pressure-sensitive BOPP or paper CST
- New Business is not:
  - Existing IPG WAT end users
  - Existing IPG BOPP or paper CST end users
  - Customers with Private Label Programs