

Membership Guidelines Summary

Participation Fee

NISSCO is FREE to join. There are no contracts, no purchasing minimums, or other monetary obligations.

Preferred Supplier Programs

NISSCO identifies vendors (both manufacturers and re-distributors) who supply products that are applicable to the profile of the JanSan Distributor and that deliver additional value through programs and incentives. These vendors are designated as NISSCO Preferred Suppliers. A complete listing of all current suppliers is attached and may be found on www.nissco.com

Purchasing Programs

On behalf of the Membership, NISSCO negotiates with its Preferred Suppliers to receive rebates (CJDs) group leveraged national cost structures, advantaged terms, promotions and "special buy" opportunities with Suppliers. These Purchasing Programs are in addition to any local programs. In the case of a "Program Conflict" the more advantageous program to the distributor will prevail.

CJD Process

CJD's (Cost Justified Discounts) are cash alliances made to NISSCO distributor members. Preferred Suppliers are notified when a distributor has joined the NISSCO ranks. When NISSCO Distributors purchase from NISSCO Preferred Suppliers, those same Suppliers begin to accumulate CJDs as negotiated by NISSCO with the Supplier. Those CJD's vary from manufacturer to manufacturer. The Supplier then pays those CJDs quarterly as a percentage rebate based on the purchase volume. NISSCO headquarters aggregates the remittances from all Suppliers for the individual distributor and remits to distributors accordingly. NISSCO Headquarters staff also audits Supplier reporting to ensure accuracy, completeness, and resolution of all discrepancies. The purchase process from Distributor to Supplier does not change; all reporting is initiated at the supplier level and reported to NISSCO.

Annual Buying Conference

Each year NISSCO holds a National Buying Conference for Distributor Members and Preferred Suppliers. During this Conference NISSCO Members will have the opportunity to visit with each Preferred Supplier and take advantage of "Show Special" buying opportunities. The conference also features educational programs, industry specific seminars, one-on-one meetings with key executives from suppliers with distributors.

Traditional Marketing, SEO and WEB DEVELOPMENT

NISSCO is the only group that offers access to cutting-edge web development and Search Engine Optimization at a fraction of non-member prices. All NISSCO distributors receive an annual in-depth analysis of all marketing materials, web site analytics, SEO by AXIS GMO.

Buying Conference Escrow Fund

The first \$150.00 of each Quarterly CJD total earnings is deposited into your Distributor Member's Conference escrow account. (Total \$600.00 annually). The Member receives their escrow money in full every year at the Annual Conference.

Membership Term and Cancellation

Membership is deemed to be ongoing. However, either party may terminate a Membership Agreement upon 30 days written notice of cancellation. In the event of cancellation, all CJDs or incentives will be paid in full up to the termination effective date.