

COURT HOUSE GROCERIES

WHOLESALE PRICE LIST & MASTER ORDER FORM

I. PRICING TRANSPARENCY & MARGIN ANALYSIS

What it is: This section demands a full disclosure of your wholesale pricing architecture compared to the Suggested Retail Price (SRP).

Why it's needed/Benefit: Store managers utilize this data to calculate Gross Profit Margins (GPM). Without clear pricing, inventory allocation cannot be optimized. This transparency ensures that Court House Groceries remains competitive while providing the vendor with a sustainable profit structure.

Vendor Legal Name

Account Number

Price List Effective Date

Price Guarantee Period (Days)

II. STANDARD WHOLESALE PRICE LIST (ABRIDGED)

SKU / ITEM #	PRODUCT DESCRIPTION	UNIT CASE SIZE	WHOLESALE COST	MSRP / SRP	PROFIT %
			\$	\$	%
			\$	\$	%
			\$	\$	%
			\$	\$	%
			\$	\$	%
			\$	\$	%
			\$	\$	%
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			\$	\$	%
			\$	\$	%
			\$	\$	%
			\$	\$	%
			\$	\$	%
			\$	\$	%
			\$	\$	%

III. VOLUME DISCOUNT TIERS

Explanation: Details the price breaks available for bulk acquisitions. Strategic sourcing relies on these tiers to lower landed costs.

Benefit: Encourages larger order volumes, reducing shipping frequency and carbon footprint while increasing the court's overall margin.

ORDER VALUE/VOLUME	DISCOUNT APPLIED (%)	ADDITIONAL TERMS
Tier 1: Base Tier	0.0%	Standard wholesale apply
Tier 2: Premium Tier		
Tier 3: Executive Tier		

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LOGISTICAL EXPENSE & SHIPPING RATES

IV. FREIGHT & DELIVERY CHARGE MATRIX

Explanation: This table outlines exactly how shipping costs are calculated based on geography and delivery speed. It includes "Landed Cost" variables.

Benefit: Eliminates "hidden" shipping charges, allowing the store manager to budget for total acquisition costs before the product leaves the warehouse.

SHIPPING METHOD	ESTIMATED LEAD TIME	FLAT RATE / WEIGHT BASED (%)	MINIMUM ORDER (MOQ)
Next Day Air	24 Hours		
Regional Ground	3-5 Days		
Freight (Pallet)	7-10 Days		

V. SPECIALIZED SURCHARGES & HANDLING

Explanation: Discloses extra costs associated with cold storage (refrigeration), hazardous materials, or fragile packaging.

Benefit: Ensures that high-maintenance products are priced accurately to cover their increased storage and handling overhead.

Cold Chain Handling Fee

Pallet Wrapping / Staging Fee

Fuel Surcharge Mechanism (%)

Rush Processing Fee

VI. SLOTTING & PROMOTION ALLOWANCES

Explanation: Defines the fees paid by the vendor for specific shelf placement or participation in court-sponsored sales events.

Benefit: Creates a formal revenue stream for the store and prioritizes products that offer higher marketing support to the court.

PROGRAM NAME	DESCRIPTION OF PLACEMENT	RATE (FIXED/PER UNIT)
End-Cap Special	Primary visibility at aisle end	
Eye-Level Premium	Shelving between 4ft - 55ft	
Circular Feature	Weekly sales circular print	

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FINANCIAL TERMS & MASTER EXECUTION

IX. CREDIT & PAYMENT TERMS

Explanation: Establishes the timeframe for payment (e.g., Net 30) and the methods of payment accepted (ACH, Wire, Check).

Benefit: Vital for the Treasury department to forecast cash flows and for the vendor to ensure timely revenue recognition.

Default Terms (e.g., Net 30, 2% 10 Net 30)

Late Fee Percentage (%)

ACH/Routing Number for Vendor

Finance Contact Phone

X. RETURNS & DAMAGED GOODS (SPOILAGE) POLICY

Explanation: Defines the "Spoilage Allowance." Most grocery vendors provide a 1-3% credit to cover items damaged or expired on the shelf.

Benefit: Provides a "fair-use" framework for dealing with perishable losses without requiring an individual claim for every damaged item.

[Standard Spoilage Policy Language: The vendor agrees to a % monthly credit for spoilage. Any catastrophic damage during transit must be reported with 48 hours for full replacement.]

XI. PRICING WARRANTY & AUTHORIZED SIGNATURE

Explanation: The legal close. The signature here confirms that the pricing levels provided are the "Best Price" offered to comparable Fortune 100 retailers.

Benefit: Protects Court House Groceries from discriminatory pricing and locks in the values for the contract term.

I, the undersigned authorized agent, certify that the wholesale prices, logistical fees, and payment terms detailed in this four-page document constitute a binding offer to Court House Groceries. I warrant that these prices are inclusive of all federal and state taxes where applicable. Furthermore, I acknowledge that any seasonal price increases must be submitted in writing no less than sixty (60) days prior to the effective date.

Vendor Authorized Signatory
Printed Name: _____

Date signed: _____

Court House Approving Manager
Title: _____

Corporate Stamp/Seal