

# THE BON-TON STORES, INC.

BON-TON BERGNER'S BOSTON STORE CARSON PIRIE SCOTT ELDER-BEERMAN HERBERGER'S YOUNKERS

Dear BonTon Vendor:

We are continuing to launch new brand opportunities and to build significantly more impactful display elements to drive business on our existing brands. To facilitate this, we ask for your assistance in helping to fund a portion of these major expenses. We're certain these improvements in fixturing will enhance our sales and your future orders in a very competitive market.

To put this funding in place, a Fixturing deduction of 0.5% and a Signage deduction of 0.5%, a total deduction of 1.0%, will be applied to all vendor payments. We do not plan to change the previously established costs in our system for orders and will process this as a deduction against payments. Please contact your BonTon Product Manager if you have questions.

These are important initiatives which will speed our development cycle and improve our presentation of product to our customers. We appreciate your ongoing partnership and participation in our business.

Sincerely,



Steve Villa

## Acknowledgement

I have read the statement above regarding the 1% deduction and understand this is a requirement of conducting business with BonTon Private Brands. (Please sign and return this page)

Vendor name (print): \_\_\_\_\_

Resource number: \_\_\_\_\_

Printed name, printed title, signature: \_\_\_\_\_

Date: \_\_\_\_\_

Please return this signed document to our corporate office by scan/e-mail to [ruby.lock@bonton.com](mailto:ruby.lock@bonton.com) or fax to 414-347-5473.