



# Schacht Spindle Co., Inc. Dealer Policies

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All Schacht Spindle Co., Inc. policies and prices are reviewed periodically and are subject to change without prior notice.

## Our Mission

Our mission is to spend each and every day in support of handweaving and handspinning. Our goal is to make products that are unique, well-crafted, a pleasure to use, and work well. We are committed to quality and creativity in our products, processes, and people. We continue to cultivate the best relationships possible with our co-workers, customers, and suppliers. We use honest and sound business practices to create a profitable and successful company, and we do so while acting in a socially and environmentally responsible manner. We are committed to honor and sustain the crafts we love.

## Our Thoughts on Teaching

The success of our industry, including your shop or studio, is directly related to the teaching of spinning and weaving. Through classes you will create new weavers, spinners, and customers for your business. Teaching is crucial to the continuation of our crafts, so we look for strong teaching programs when we open new accounts and when we assign dealership levels.

In addition to teaching, public outreach is key in recruiting new students and customers. This can be in the form of demonstrations, community education, and networking with other local businesses. Shops who contribute to education through teaching or community outreach will benefit from these initiatives.

## Our Service

Our production and customer service departments provide you with quality products and prompt, helpful service. We strive to deliver products on time at a fair price. We will try to handle special requests and problems as promptly as possible.

## Our Expectations

As a dealer of Schacht products, you are our representative to the retail customer. Customer service is an essential component to sales and the success of your shop and dealership. It is our pleasure to help you sell Schacht products by answering your questions, providing you with product information and helping you troubleshoot problems.

We hope you will view our relationship as a partnership that fosters open exchange of ideas, successes, and concerns.

## Types of Dealerships and Payment Information

We offer a variety of dealerships organized around kinds of products and type of business. Product dealerships are: Zoom Loom, knitting, spinning, weaving, and both weaving and spinning.

Within the dealership categories, different discount levels are available. These are outlined in a chart on the back of this page.

Types of businesses eligible for dealerships are: shops, teaching studios, and farm stores. If you have a different business model, please discuss your special situation with our sales manager.

## Payment

Prepayment is required on all initial orders and can be in the form of a check or credit card. After the initial order, payment options are: credit card, prepay, or net 30 terms. Prepay and net 30 terms require payment in the form of a check. Net 30 terms will be available after credit-worthiness is established. See chart on the reverse side for products and related discounts.

## Types of Dealerships

### Zoom Loom (ZO)

This limited dealership is focused on a single product, the Zoom Loom.

- Qualifying order: 5 Zoom Looms
- Minimum order: 5 Zoom Looms
- Requirement: Must have a resale license

### Worsted Dealers or Knitting (KO)

These representatives carry a limited product line, including:

- Small looms: Flip, Cricket, Inkle, Tapestry, Mini Loom, School Loom, Zoom Loom, etc.
- Winding equipment: Ultra Umbrella Swifts, yardage counter, Incredible Rope Machine, niddy noddy, warping boards, etc.
- Small spinning tools: hand spindles, hand carders, etc.
- Qualifying order: \$550 (wholesale)
- Minimum orders: \$100

Requirements: storefront, regular business hours, classes, approved dealer application. Must maintain active sales each year.

### Merino Dealers, or Spinning (ME)

Spinning dealerships also include small looms and winding equipment. Products include:

- All spinning wheels and accessories
- Small looms: Flip, Cricket, Inkle, Tapestry, Mini Loom, School Loom, Zoom Loom, etc.
- Winding equipment: Ultra Umbrella Swifts, yardage counter, Incredible Rope Machine, niddy noddy, warping boards, etc.
- Qualifying order: \$900 (wholesale)
- Minimum order: \$100

Requirements: storefront, regular business hours, classes, approved dealer application. Initial order must include at least one spinning wheel and a variety of accessories. Needs to maintain \$1500 in yearly sales. Must have a spinning wheel on display.

### Weaving and Spinning Dealerships

We have three discount categories which vary depending on the initial order and yearly sales. These discounts affect floor looms only.

#### Overshot (OS)

Our highest-level dealer, eligible to carry our full line of spinning, weaving and winding equipment. Receives 40% discount on all Schacht products except exempt items.

- Qualifying order: \$4,000 (wholesale)
- Minimum order: \$100

Requirements: storefront, regular business hours, classes, approved dealer application. Initial order must include a Standard floor loom, a Wolf loom, and a variety of accessories.

Must have a floor loom on display. If carrying spinning products, must order and display a spinning wheel and a variety of accessories. Yearly sales of at least \$6,000 are required to maintain this level.

#### Twill (TW)

Twill dealers receive a 35% discount on all floor looms.

- Qualifying order: \$2,500 (wholesale)
- Minimum order: \$100

Requirements: Storefront, regular business hours, classes, approved dealer application. Must order and display a Wolf loom and a variety of accessories. If carrying spinning products, must order and display a spinning wheel and a variety of accessories. Must maintain yearly sales of at least \$3000.

#### Tabby (TA)

Tabby dealers receive a 30% discount on all floor looms.

- Qualifying order: \$1750 (wholesale)
- Minimum order: \$100

Requirements: Must have a business location, classes, approved dealership application. Initial order must include a Wolf loom and a variety of accessories. Must have a floor loom on display. If carrying spinning products, must order and display a spinning wheel and a variety of accessories. Maintain at least \$1,500 in yearly sales.

### Agents

Agents are Schacht representatives who do not have a storefront or are in a special teaching situation. The agent discount is 25%.

## Product Discounts

Dealer Type	Zoom Loom	Small Looms & Accessories	Spinning Wheels & Spinning Accessories	Floor Looms	Cranbrook Looms †	Winding Equipment †††	Stainless Steel Reeds & Heddles	Soft Goods Promo Parts We Buy
Zoom Loom	40%	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Knitting Only	40%	40% * 30% ††	40% **	n/a	n/a	40%	25%	25%
Spinning Only	40%	40% *	40% ***	30%	15% / 25%	40%	25%	25%
Overshot	40%	40% *	40% ***	40%	15% / 25%	40%	25%	25%
Twill	40%	40% *	40% ***	35%	15% / 25%	40%	25%	25%
Tabby	40%	40% *	40% ***	30%	15% / 25%	40%	25%	25%
Agent	25%	25%	25%	25%	n/a	25%	25%	25%

\* Cricket Looms have a tiered discount: 1-2 = 30%; 3 or more 40%.

\*\* Knitting Only dealers are eligible for hand spindles and hand carders only.

\*\*\* All Schacht/Reeves spinning wheels and accessories receive a 30% discount.

† Dealers with a Schacht Cranbrook on the floor receive a 25% discount, all others receive a 15% discount. Credit card payments not accepted.

†† Table looms and other weaving tools not included in Knitting Only dealership receive a 30% discount.

††† Ultra Umbrella Swifts receive a 30% discount. Agents receive 25%.