



MeskoTech, Inc
1983 Cragin Dr.
Bloomfield, MI 48302
(248) 406-1171
<http://www.meskotoys.com>

Dear potential retailer,

Thank you for your interest in MeskoToys. Our company's goal is to create U.S.-made, safe, environmentally friendly and educational wooden toys that will bring many hours of enjoyment to children while at the same time stimulating their motor and intellectual development.

MeskoToys wooden products are made in Michigan out of solid Maple hardwood, unless otherwise specified. To minimize the impact on our environment and insure the safety of our children, these products are left in natural form; no finish or chemicals are applied except for a few drops of non-toxic water based wood glue use in the construction of certain wooden buildings and accessories.

The first line of products that we have developed is the extensive wooden train track collection that is featured on our website. This collection includes many unique and unusual pieces that can be used in interesting and intriguing ways. These train tracks are especially interesting to us from an educational standpoint; around age two or three, children often develop a love for vehicles, especially trains. This is a great opportunity for parents to add an educational aspect to this "game". This can be done by slowly introducing some of our advanced train track pieces, showing the child how they fit together, explaining the difference between left and right and gently encouraging the child to develop his or her own layouts. The child will then eventually progress from playing with the trains to focusing instead on putting sophisticated train track layouts together; in other words a puzzle with a purpose. We feel that this transition can be a very important step in the development of children, as it can help them learn how to plan, visualize things in space, develop their sense of imagination and think outside of the box.

Based on the large positive feedback that we have received from our customers, we believe that there is great interest among the public for U.S.-made, affordable, safe, eco-friendly, and educational wooden toys. We hope that you will join our team in promoting U.S. made wooden toys. Please find our retailer inquiries and other related information on the next page. Feel free to contact us should you have any further questions.

Thank you again for your interest in MeskoToys.

Best regards,

Laila Meskouri
MeskoTech, Inc.
info@meskotoys.com

Retailer Inquiries:

If you are interested in distributing our products, we ask that you complete the accompanying information sheet. Although we prefer to deal with established online or brick-and-mortar businesses, we are open to working with enthusiastic and dedicated individuals who are looking at promoting eco-friendly toys, setting up a new business or at marketing/selling our products in a variety of settings, including toy and train shows, craft fairs, schools, etc..

Discounts:

Our retailer discount is typically 45% off MSRP. However, this percentage is subject to change based on lumber cost and other variables. The current discount and other related information is published on our website's reseller section. The password to access this area of the website will be e-mailed to you once you are approved as a reseller.

Minimum Order:

We have a no-minimum order policy. However, in order to preserve the integrity of our dealer discount and discourage regular customers from trying to buy at our wholesale price, we have set a minimum **first time** order invoice amount of \$300 (after discount). There will be no minimum quantities on subsequent orders and all subsequent orders will be eligible for the discount.

Custom Sets:

Custom sets are a collection of tracks that are packaged for a specific retailer. This allows our retailers to create their own unique sets that we package for them. To reduce our labor cost, small minimum orders may apply. We are also open to making customized products for our distributors upon request.

Packaging and Labeling:

As a reseller, you have the choice to receive the pieces in loose form (i.e., with no packaging) or to select the poly-pack (shrink-wrapped) option when placing your order. The poly-pack option also includes a label with a barcode and a hang tab for pegboard display. When this option is selected, an additional small packaging fee is added to the item price.

Orders and Payment:

Once you are approved as a distributor, we will e-mail you a login ID and password that will allow you to order your track pieces online (we also accept orders via e-mail or phone). When you place an order through the distributor order screen on the website, you will not be prompted to pay at the time of the purchase; instead, we will review and confirm your order prior to sending you an invoice via Paypal which will include shipping cost based on FedEx or UPS ground. This process usually takes 1-2 business days. You can then pay for your order using your credit card or Paypal account. All payments must be received in full prior to shipping. After an initial evaluation period, certain distributors who meet specific minimum volume and frequency of order requirements may qualify for 30 days net payment terms and payment via business check.

Shipping:

Small orders are usually shipped the next day. Larger orders may take up to a week to ship. We usually ship via FedEx ground or UPS.

Warranty:

We warrant each product under normal and intended use and service against defective workmanship and material for 90 days from date of customer purchase. Should a product fail during the warranty period under these conditions, we will, at our option, gladly repair it, replace it, or provide a replacement of comparable value.

Images and Brochures:

Online distributors are welcome to use our images on their websites. Brochures with information about our products and a barcode list are also available online for our retailers.



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