



BATH & KITCHEN BUYING GROUP

7508 Wisconsin Avenue, 4th Floor, Bethesda, MD
20814 PH: 301-968-0063 ~ FAX: 301-907-9326

*Please take the following steps to present your
BKBG Shareholder Member Application/Information Sheet*

1. PLEASE CAREFULLY READ AND REVIEW THIS DOCUMENT AND THE BKBG VENDOR WORKSHEET.
2. PLEASE EMAIL THIS SIGNED FORM ALONG WITH THE COMPLETED BKBG VENDOR WORKSHEET TO:

Bath & Kitchen Buying Group

Attention: Jason Arnold

Email to: jason@buybkg.com

Fax: 301-907-9326

3. BKBG WILL CONTACT YOU WITH WHAT YOUR ESTIMATED REBATE FOR THE PRIOR YEAR WOULD HAVE BEEN BASED UPON YOUR SUBMITTED PURCHASE VOLUMES.
4. YOUR APPLICATION WILL BE REVIEWED AND FORWARDED TO THE APPROPRIATE BKBG BOARD MEMBERS TO SET UP PERSONAL INTERVIEWS.

SHOULD YOU HAVE ANY QUESTIONS PLEASE CONTACT:

Jason Arnold

jason@buybkg.com

Office: 703-405-7378

Fax: 301-907-9326



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Criteria for BKBG Shareholders

- **Application Requirements**
 - Submit a completed BKBG Shareholder Inquiry form, information sheet and membership volume worksheet.
 - Phone interview with a member of the membership committee
- **Membership Requirements**
 - **Business Practices**
 - One-time initial membership fee of \$1,000 which includes a \$100 stock certificate fee
 - Annual retail product sales of kitchen and bath products must be a minimum of \$1,000,000.00
 - Purchase a minimum of \$100,000 from BKBG Preferred Vendors (beginning with the dealer's second year of membership)
 - Attend the BKBG Annual Conference
 - Must be a respectable company within your local market
 - Dealer must display and sell as many BKBG Preferred Vendors as possible
 - Keep all accounts with BKBG Preferred Vendors current
 - **Showroom**
 - Must display and sell kitchen and/or bath products
 - Kitchen and /or bath products and related items must be a substantial part of the dealer's business model
 - For established showrooms, the dealer must submit
 - Photograph of store front with signage
 - Photographs of two (2) kitchen and or bath display areas a minimum of two for each.
 - For new dealerships (the showroom must be opened within six months of joining BKBG), the dealer must submit:
 - Copy of lease agreement
 - Photograph of store front
 - Blueprint plans of showroom
 - Tentative display area plans
 - After the displays are in photographs of the kitchen and or bathroom displays. A minimum of two each.
- **Miscellaneous**
 - BKBG annual member dues shall be invoiced Jan. 1st and be due and payable March 31st of each calendar year. Annual dues are used to prepay one annual conference registration and other costs as approved by the BKBG Board of Directors. New members are exempt from paying dues until the beginning of their second calendar year of membership and are responsible for all conference fees until that date.

Members may elect to have dues deducted from the first rebate check written, usually March 15th (4th quarter and year end rebate from previous year), or remit payment in full. If a member's first rebate check is not enough to pay the total dues for the year, then the next rebate check, usually June 15th, will have the balance debited out of that check. If, after June 15th, there is still a balance due, the member must pay that balance by June 30th. Any member not paid in full by July 1st will be considered in default and subject to having their membership terminated by the Board of Directors.

GUARANTEE:

If after you join BKBG and attend the next scheduled annual conference, you decide that BKBG is not right for you, BKBG will refund the \$1,000.00 membership fee, upon written request from you. This amount includes the stock certificate fee.



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I acknowledge and confirm that my company meets Shareholder requirements for the Kitchen & Bath Buying Group as detailed herein.

Owner/Authorized Representative: _____ **Date:** _____

Printed Name: _____

Company: _____

**PLEASE RETURN THIS QUESTIONNAIRE AND THE COMPLETED BKBG VENDOR WORKSHEET AND
VENDOR APPLICATION TO:**

BKBG, 7805 Wisconsin Avenue, 4th Floor, Bethesda, MD 20814

Fax: 301-907-9326

jason@buybkg.com



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BKBG FAQ SHEET

What is BKBG?

The Bath & Kitchen Buying Group is one of the largest and most effective buying groups in the industry. BKBG's more than 150 Shareholders have the combined purchasing power of some 200 showrooms to fashion favorable discount and rebate programs with more than 50 leading manufacturers and importers of kitchen, bath, decorative plumbing and hardware products.

How Does BKBG Create Value?

BKBG differs from other kitchen and bath buying groups by the fact that its Shareholders own it and all of its operations are completely transparent. That is the reason BKBG is able to attract market leaders in most of the major metropolitan regions in the United States. That is why leading manufacturers have elected to become BKBG Preferred Vendors.

What Can You Tell Me About BKBG Rebates?

BKBG Shareholders receive rebates based upon the total volume of the group. BKBG will provide an estimate of applicant rebates if they complete and return a brief survey available on request.

What are the Discount Rates for BKBG Members?

Almost all of the time, BKBG can negotiate a better discount rate as a group than individual showrooms can negotiate on their own. However, if an existing discount with a BKBG Preferred Vendor is more favorable, Shareholders can keep their current discount.

How Often are Rebates Paid?

BKBG is a member owned buying group. 100% of the rebates are distributed to members on a quarterly basis.

What are the Shareholder Requirements/Restrictions?

BKBG Shareholders must have at least one independently owned kitchen and bath showroom.

BKBG Shareholders must purchase at least \$100,000 in products annually from BKBG Preferred Vendors. In addition, Members must commit to making BKBG Preferred Vendors the first option in their showrooms.

BKBG Shareholders must agree to pay preferred vendors on time.

Prospective members are required to complete an application and a survey form that indicates current dollar volume with BKBG Preferred Vendors and submit the documentation with an application fee of \$1,000. This will be refunded if the company is not approved for membership.

Where Is More Information Available?

If you have questions or would like additional information, contact Jason Arnold, 703-405-7378 or jason@buybkg.com.



Member Application/Information Sheet

Date: _____

Company Name: _____

Principal/Contact Name: _____ Manager: _____

Address: _____

City: _____ State: _____ Zip: _____

Telephone: _____ Mobile: _____ Fax: _____

Email: _____ Website: _____

Showroom Size: _____ Sq. Ft. Facebook Page: _____

All showrooms must submit a photo of the storefront with signage and at least two photos of displays that appear on the showroom floor at the time of this application. NEW showrooms must submit a copy of the showroom floor plan and the lease agreement at the time of this application. NEW showrooms are required to be open within six months of membership.

Approximate annual sales: \$_____ % KITCHEN _____ % BATH

Does your company or a company owned by you sell product on the Internet? YES ___ NO ___

IF yes, what is the Internet annual K&B sales volume? _____

Give a brief description of your company: _____

Years in Business: _____ Number of Employees: _____ Number of Showrooms: _____

If more than one showroom, address: _____

Trade Associations: _____

Contacts for Company

Purchasing: _____ Phone: _____

Sales: _____ Phone: _____

Accounting: _____ Phone: _____

Are you a member of any other buying, procurement and/or marketing group? YES ___ NO ___

IF so, which one(s)? _____

Bank Name: _____ Contact: _____

Location City: _____ State: _____ Zip: _____

Recruited by Name: _____ Company: _____

City: _____ State: _____ Zip: _____

The aforementioned information is true and correct to the best of my knowledge. I understand that incorrectly supplied information may lead to non-acceptance by BKBG or expulsion at a later date. I understand that this is an application and does not assure membership in BKBG. I also understand that the cashing of my check or charge to my credit card for the one time "Joining fee" of \$1,000.00, does not constitute membership. If not accepted for membership, a full refund will be issued. All potential members must meet the requirements and qualifications set forth by BKBG. I authorize BKBG to contact BKBG vendors I am currently doing business with to verify payment history and purchase volumes.

Owner/Authorized Representative: _____ Date: _____



BKBG VENDOR NAME	Product/Service	Estimated Annual Purchases 2017	Annual Purchases 2016
Aristokraft Cabinetry	Cabinetry- Masterbrands		
Decora	Cabinetry- Masterbrands		
Diamond Cabinets	Cabinetry- Masterbrands		
Homecrest	Cabinetry- Masterbrands		
Kemper	Cabinetry- Masterbrands		
Kitchen Craft Cabinetry	Cabinetry- Masterbrands		
Omega Cabinetry	Cabinetry- Masterbrands		
Schrock	Cabinetry- Masterbrands		
Wood Crafters Cabinets	Cabinetry- Masterbrands		
Fieldstone	Cabinetry- Norcraft		
Mid-Continent	Cabinetry- Norcraft		
Norcraft	Cabinetry- Norcraft		
Starmark Cabinetry	Cabinetry- Norcraft		
Ultracraft	Cabinetry- Norcraft		
Dura Supreme	Cabinetry		
Green Forest	Cabinetry		
Holiday Kitchens	Cabinetry		
JS International, Inc.	Cabinetry		
Waypoint Living Spaces	Cabinetry		
Wellborn Cabinetry	Cabinetry		
Cabico Custom Cabinetry	Cabinetry		
Design Craft	Cabinetry- Elkay		

Medallion Cabinetry	Cabinetry- Elkay		
Yorktowne	Cabinetry- Elkay		
Sagehill Designs	Cabinetry- Vanities		
Sirius Range Hoods	Appliance Ventilation- Kitchen		
Air King America	Appliance Ventilation- Kitchen, Bath & Industrial		
XO Ventilation	Appliance Ventillation- Kitchen		
KitchenAid	Appliances		
Maytag	Appliances		
Summit Appliance	Appliances		
Whirlpool	Appliances		
Holland Bar Stool	Bar Stools		
Stor-X Organizing Systems	Closet & Kitchen Systems		
Rubbermaid Consumer Products	Closet Systems		
Rev-A-Shelf & Tresco Lighting	Closet Systems, Kitchen Organizers, Lighting		
Caeserstone	Countertops- Quartz		
Cosentino	Countertops- Quartz and Natural Stone Surfaces		
John Boos & Co.	Countertops- Stainless Steel, Butcher Block		
Grothouse Lumber Co.	Countertops- Wood & Butcher blocks		
Architectural Glass Effects	Custom Cut & Colored Glass		
Warmly Yours Radiant Heating	Floor & Towel Warming Products		
Hafele America	Hardware- All Types, Lighting, Closet Systems		
JCR Distributors	Hardware- Bath, Kitchen & Other, Disposals, Lighting, Sinks		
Amerock	Cabinet Hardware		
Richelieu America Ltd.	Hardware- Kitchen & Bath, Closet Systems, Sinks, Lighting		
Hardware Resources	Hardware- Kitchen and Bath, Sinks, Vanities		

Belwith	Hardware- Kitchen, Bath & Other		
Top Knobs (USA)	Hardware- Kitchen, Bath & Other		
Atlas Homewares	Hardware- Kitchen, Bath & Other		
Task Lighting Corporation	Lighting		
Tresco Lighting	Lighting		
Mountain Plumbing Products	Plumbing Assesories, Hardware Disposals		
The Stock Market	Plumbing Fixtures, Lighting, Cabinet hardware		
Trumbull Industries	Plumbing Fixtures, Lighting, Cabinet hardware and vanity tops		
Pulse Showerspas	Plumbing- Hardware, Assecories & Systems		
Ultra Faucets	Plumbing- Kitchen & Bath Faucets		
Artisan Manufacturing Corp.	Plumbing- Sinks & Faucets		
Danze, Inc.	Plumbing- Sinks & Faucets		
Lenova Sinkware	Plumbing- Sinks & Faucets		
In Sink Erator	Plumbing- Waste disposers, instant hots/cold faucets		
Neptune International	Shower Doors & Enclosures, Bath hardware		
Daltile Corporation	Tile & Ceramic Products		
American Olean	Tile & Tile Products		
Emser Tile	Tile & Tile Products		
Crossville, Inc.	Tile Flooring		
Levolor Window Fashions	Window treatments		
	<i>Estimated total volume with BKBG vendors</i>	\$ -	\$ -

Other vendors, <u>NOT IN BKBG</u>	Estimates Annual 2017 Purchases	Annual 2016 Purchases
Name of your top 3 cabinet lines		
1		
2		

3		
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Name of your top 3 sink lines		
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1		
---	--	--

2		
---	--	--

3		
---	--	--

--	--	--

Name of your top 3 appliances		
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1		
---	--	--

2		
---	--	--

3		
---	--	--

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Name of your top 3 Lighting lines		
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1		
---	--	--

2		
---	--	--

3		
---	--	--

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Name of your top 3 faucet lines		
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1		
---	--	--

2		
---	--	--

3		
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Name of your top 3 tile lines		
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1		
---	--	--

2		
---	--	--

3		
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