

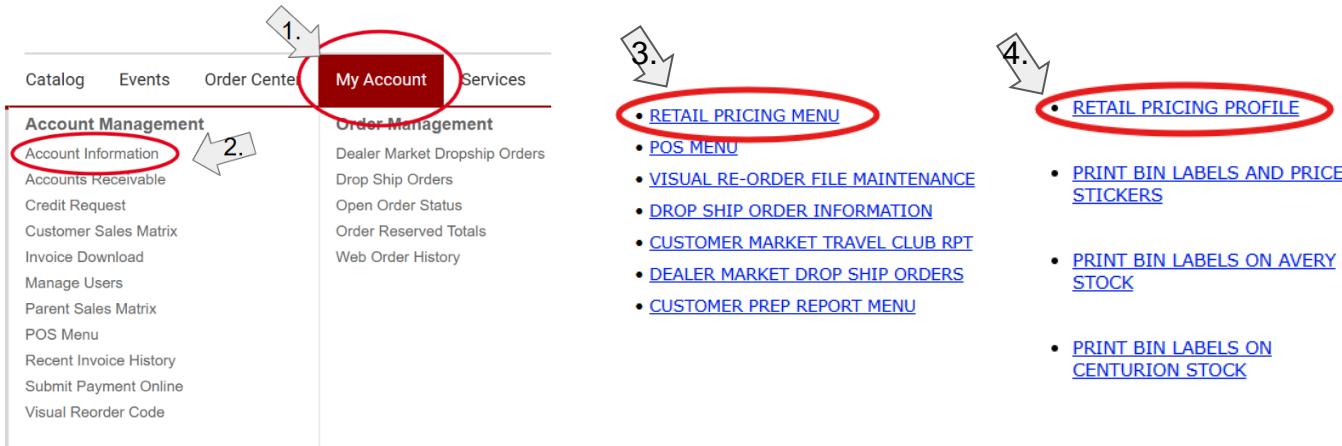
ORGILL

PREP

Maintaining Margin Made Easy

Profitable Retail Enhancement Packages

Orgill Retail Pricing



Basic Pricing Setup:

PASSIVE (NEW)

Benchmark Settings

Sensitivity Code 1:	+ 4%
Sensitivity Code 2:	+ 6%
Sensitivity Code 3:	+ 10%
Sensitivity Code 4:	+ 12%
Sensitivity Code 5:	+ 16%
Sensitivity Code 6:	+ 18%
Sensitivity Code 7:	+ 24%
Sensitivity Code 8:	+ 30%

Rounding:

MSP ROUNDING

Category Overrides:

Y

Bin Labels:

Y

Print Retails on Labels:

Y

Prep:

Y

Last Maintenance	03/18/2024

[\[MSP Rounding Table \]](#)

Item Overrides: N

Price Stickers: N

Print Retails on Stickers: N

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What Is PREP?

- PREP is Orgill's price update program
 - Runs every other week on Saturday
 - Alerts you to any items you have purchased from Orgill in the last 24 months that have had a cost or retail change
 - These changes can be the result of vendor driven cost changes (*ie tariffs*) or our market research
- PREP uses this same purchase history basket to generate reports that can help you take advantage of promotional offers, buy smarter and help you better manage your inventory
- A “*dummy*” purchase history can be loaded for new customers who do not have 24 months of purchases
 - *Sku or UPC listing needs to be provided by the customer*

Retail Price Alerts
Warehouse Purchase History Report
Purchase History Summary
Drop-Ship Purchase History
Inactive Item Report
Manufacturer Purchase History Report
Promotions Alert
New Item Report
Discontinued Item Report
Full Carton Discount Report

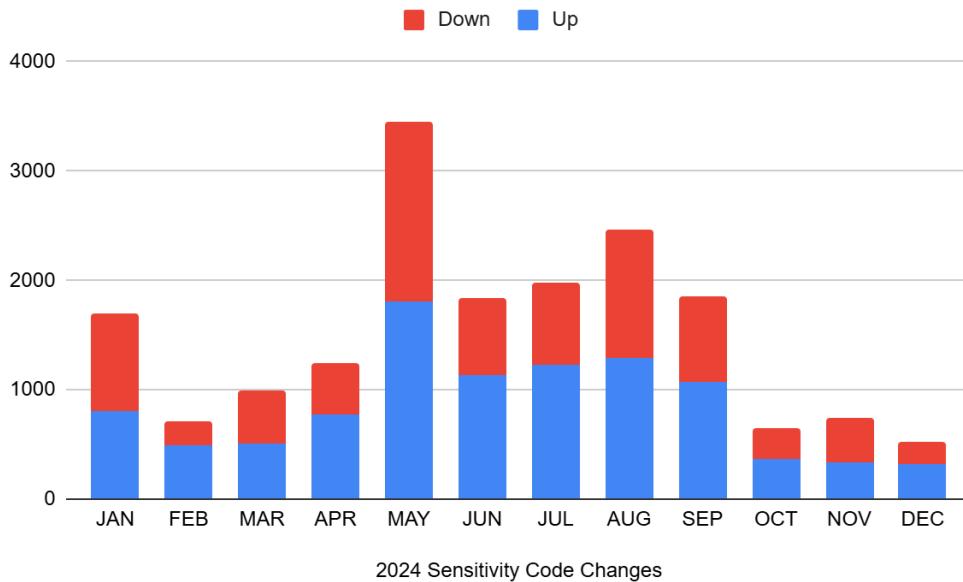
Why PREP?

- A standard catalog won't reflect your custom price settings
- Updating only from invoice will result in:
 - Faster moving items will receive updated retails before other items within the assortment
 - Items will be replenished at the higher cost prior to the retail being updated, jeopardizing margin dollars

SKU	OLD PRICE	NEW PRICE	OLD RETAIL	NEW RETAIL	REG MARGIN %	NO PREP TEMP MARGIN %	REG MARGIN \$	NO PREP TEMP MARGIN \$	ITEM CLASS NUMBER	VENDOR NAME
1026467	302.79	320.66	529.99	549.99	43%	39%	227.20	209.33	LADDER EXT FBRLGS TYPE 1A 28FT	LOUISVILLE LADDER
1616465	251.40	266.23	399.99	419.99	37%	33%	148.59	133.76	LADDER EXT FBRLGS TYPE 1A 24FT	LOUISVILLE LADDER
4267647	349.60	370.23	549.99	579.99	36%	33%	200.39	179.76	LADDER EXT FBRLGS TYPE 1A 32FT	LOUISVILLE LADDER
1636224	231.15	275.07	279.99	349.99	17%	2%	48.84	4.92	SCAFFOLD BKR STYLE 1000LB 6FT	METALTECH
1636505	142.70	169.81	203.89	242.59	30%	17%	61.19	34.08	SCAFFOLD W/4FT WHL SHLF/GRDRL	METALTECH
1636430	28.60	34.03	42.99	49.99	33%	21%	14.39	8.96	GUARDRAIL POST W/WEDGE CLAMP	METALTECH
1636448	11.70	13.92	14.99	17.99	22%	7%	3.29	1.07	GUARDRAIL 5FT	METALTECH
1636455	12.70	15.11	17.99	21.99	29%	16%	5.29	2.88	GUARDRAIL 7FT	METALTECH
1636489	149.80	178.26	179.99	219.99	17%	1%	30.19	1.73	GUARDRAIL ST F/BKR STYL SCFLD	METALTECH
1636133	25.30	30.10	54.99	64.99	54%	45%	29.69	24.89	BRACE SCAFFOLD CROSS 7X4FTX1IN	METALTECH
1636158	18.50	22.01	59.99	69.99	69%	63%	41.49	37.98	JACK ADJ LEVELLING GALV 24IN	METALTECH

Why PREP? Continued

- Market changes- **Price Perception Protection & Margin Enhancement**
 - We track nearly 48,000 (and counting!) items across 48 big box markets
 - 22,000+ items across 10 markets in Canada
 - We are continuously adjusting our benchmark retail to ensure we are in line with the retail market
 - Over 18,000 sensitivity code changes in 2024
 - 12% more of these went up than down



Date Changed	Competitor	Product Name	Old Price	New Price	Price Change	Price Change (%)
02 May 24	meards.com_140_071144	Aspekt™ 5.9" x 23.6" Weathered Quartz Peel & Stick Stone Backsplash Tile	\$29.99	\$14.99	-\$15.00	-51.40 (%)
02 May 24	meards.com_140_071144	23.6 in. x 5.9 in. Weathered Quartz Peel and Stick Stone Decorative Tile Backspash	\$29.99	\$14.99	-\$15.00	-51.40 (%)
02 May 24	meards.com_1A_801320	Aspekt™ 5.9" x 23.6" Weathered Quartz Peel & Stick Stone Backsplash Tile	\$29.99	\$14.99	-\$15.00	-51.40 (%)
02 May 24	homedepot.com_VT_054535	23.6 in. x 5.9 in. Weathered Quartz Peel and Stick Stone Decorative Tile Backspash	\$29.99	\$17.99	+\$8.00	+26.71 (%)
02 May 24	meards.com_WI_532139	Aspekt™ 5.9" x 23.6" Weathered Quartz Peel & Stick Stone Backsplash Tile	\$29.99	\$14.99	-\$15.00	-51.40 (%)
02 May 24	homedepot.com_AL_300260	23.6 in. x 5.9 in. Weathered Quartz Peel and Stick Stone Decorative Tile Backspash	\$29.99	\$14.99	-\$15.00	-51.40 (%)
02 May 24	meards.com_IN_401122	Aspekt™ 5.9" x 23.6" Weathered Quartz Peel & Stick Stone Backsplash Tile	\$29.99	\$14.99	-\$15.00	-51.40 (%)
02 May 24	homedepot.com_SC_280772	23.6 in. x 5.9 in. Weathered Quartz Peel and Stick Stone Decorative Tile Backspash	\$29.99	\$17.99	+\$8.00	+26.71 (%)
02 May 24	homedepot.com_FL_139112	23.6 in. x 5.9 in. Weathered Quartz Peel and Stick Stone Decorative Tile Backspash	\$29.99	\$17.99	+\$8.00	+26.71 (%)
02 May 24	meards.com_MO_571141	Aspekt™ 5.9" x 23.6" Weathered Quartz Peel & Stick Stone Backsplash Tile	\$29.99	\$14.99	-\$15.00	-51.40 (%)
02 May 24	homedepot.com_PA_300224	23.6 in. x 5.9 in. Weathered Quartz Peel and Stick Stone Decorative Tile Backspash	\$29.99	\$17.99	+\$8.00	+26.71 (%)
02 May 24	homedepot.com_AL_360985	23.6 in. x 5.9 in. Weathered Quartz Peel and Stick Stone Decorative Tile Backspash	\$29.99	\$17.99	+\$8.00	+26.71 (%)
02 May 24	homedepot.com_GA_310903	23.6 in. x 5.9 in. Weathered Quartz Peel and Stick Stone Decorative Tile Backspash	\$29.99	\$17.99	+\$8.00	+26.71 (%)
02 May 24	homedepot.com_TN_152327	23.6 in. x 5.9 in. Weathered Quartz Peel and Stick Stone Decorative Tile Backspash	\$29.99	\$17.99	+\$8.00	+26.71 (%)
02 May 24	meards.com_1A_801320	23.6 in. x 5.9 in. Weathered Quartz Peel and Stick Stone Decorative Tile Backspash	\$29.99	\$17.99	+\$8.00	+26.71 (%)
02 May 24	homedepot.com_OP_372284	23.6 in. x 5.9 in. Weathered Quartz Peel and Stick Stone Decorative Tile Backspash	\$29.99	\$17.99	+\$8.00	+26.71 (%)
02 May 24	homedepot.com_OH_527274	23.6 in. x 5.9 in. Weathered Quartz Peel and Stick Stone Decorative Tile Backspash	\$29.99	\$17.99	+\$8.00	+26.71 (%)
02 May 24	meards.com_OH_451141	Aspekt™ 5.9" x 23.6" Weathered Quartz Peel & Stick Stone Backsplash Tile	\$29.99	\$14.99	-\$15.00	-51.40 (%)
02 May 24	homedepot.com_OH_510162	Weathered Quartz Peel and Stick Stone Decorative Tile Backspash	\$29.99	\$17.99	+\$8.00	+26.71 (%)
02 May 24	meards.com_WI_540115	Aspekt™ 5.9" x 23.6" Weathered Quartz Peel & Stick Stone Backsplash Tile	\$29.99	\$14.99	-\$15.00	-51.40 (%)

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Accessing PREP

- Price updates can be sent electronically directly to your Point of Sale system
 - Labels can be generated and printed from your Point of Sale system or
 - Labels can be printed and shipped from the home office for an additional \$20 per month
- Price updates and all other reports are automatically refreshed and can be accessed from your Orgill.com account

The screenshot shows the Orgill.com website interface. At the top, there is a navigation bar with links for Catalog, Events, Order Center, My Account (which is highlighted with a red oval and a large white arrow labeled '1.' pointing to it), and Services. Below this, there are two main sections: 'Account Management' on the left and 'Order Management' on the right. In the 'Account Management' section, the 'Account Information' link is circled in red and has a large white arrow labeled '2.' pointing to it. The 'Order Management' section lists Dealer Market Dropship Orders, Drop Ship Orders, Open Order Status, Order Reserved Totals, and Web Order History. To the right of these sections is a vertical list of links:

- [ACCOUNTS RECEIVABLE INFORMATION](#)
- [OPEN ORDER STATUS](#)
- [RECENT INVOICE HISTORY](#)
- [ORDER RESERVED TOTALS](#)
- [MAKE AN EPAYMENT](#)
- [STATEMENTS](#)
- [CREDIT/RETURN REQUEST](#)
- [RETAIL PRICING MENU](#)
- [POS MENU](#)
- [VISUAL RE-ORDER FILE MAINTENANCE](#)
- [DROP SHIP ORDER INFORMATION](#)
- [CUSTOMER MARKET TRAVEL CLUB RPT](#)
- [DEALER MARKET DROP SHIP ORDERS](#)
- [CUSTOMER PREP REPORT MENU](#)

A large white arrow labeled '3.' points to the 'CUSTOMER PREP REPORT MENU' link, which is also circled in red.

Catalog Events Order Center My Account Services

Account Management

- Account Information
- Accounts Receivable
- Credit Request
- Customer Sales Matrix
- Invoice Download
- Manage Users
- Parent Sales Matrix
- POS Menu
- Recent Invoice History
- Submit Payment Online
- Visual Reorder Code

Order Management

- Dealer Market Dropship Orders
- Drop Ship Orders
- Open Order Status
- Order Reserved Totals
- Web Order History

- [ACCOUNTS RECEIVABLE INFORMATION](#)
- [OPEN ORDER STATUS](#)
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- [DEALER MARKET DROP SHIP ORDERS](#)
- [CUSTOMER PREP REPORT MENU](#)

PREP Reports

[PURCHASE HISTORY BY RETAIL DEPT](#)

[PURCHASE HISTORY SUMMARY](#)

[PURCHASE HIST SUMMARY BY MONTH](#)

[ITEM PRICE CHANGE REPORT](#)

[DISCONTINUED ITEM REPORT](#)

[INACTIVE ITEM REPORT](#)

[DROP SHIP PURCHASE REPORT](#)

[NEW ITEM REPORT](#)

[PURCHASE HISTORY - FULL CARTON DISCOUNT](#)

[PURCHASE HISTORY - SENSITIVITY CODE CHANG](#)

[PURCHASE HISTORY - PROMOTIONS ALERT](#)

[VENDOR PURCHASE HISTORY SUMMARY](#)

[YOUR RETAIL ITEM FILE](#)

- From here, you can click into any of the reports to access the most recent version of any of the reports
- The dates can be changed to access previous versions
- Reports are stored for 6 months
- Reports can be downloaded to Excel

[ACCT STATUS MENU](#) | [PREP REPORT MENU](#) | [DOWNLOAD REPORT](#) | [DOWNLOAD CSV](#) | [PRINT](#) |

Month: Day: Year: Inquire

* D E A L E R P R I C E A L E R T *

REP:C04SFQ-01

AS OF 04/12/2025

RUN 04/12/2025 05:40:48

EFFECTIVE: 04/12/2025 STICKERS: NONE

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Promotions Alert Report

ITEM	DESCRIPTION	MAR	FEB	JAN	DEC	NOV	OCT	SEP	AUG	JUL	JUN	MAY	APR	DEALER COST	PRICE	MARGIN	12MO PUR	PROGRAM NUMBER	PROGRAM DESC	BEGIN DATE	END DATE	PROGRAM PRICE
		2!	2!	2!	2!	2!	2!	2!	2!	2!	2!	2!	2!									
6938518	79 HD AUTOMATIC CENTER PUNCH	1						1	1	1			1	15.22	29.99	49.3	5	671	JUL DB BOOKING	4/21/2025	5/23/2025	12.69
1384718	48-22-0050 SAW HACK HI-TENS 12	1	4	2										17.69	24.99	29.2	7	400	MAY PMAPP PROGRAM	4/1/2025	5/31/2025	15.91
1383579	48-22-1530/-1995 KNF SERR SPRG			4										16.35	29.99	45.5	4	399	APRIL PMAPP PROGRAM	1/2/2025	4/30/2025	13.88
1384734	48-22-1502 KNIFE UTILITY 6.87	2		6	2									11.26	16.99	33.7	10	399	APRIL PMAPP PROGRAM	1/2/2025	4/30/2025	9.41
6946974	914 DRYWALL PLAST MUD PAN 12IN			7		1	1	2	1					3.29	6.99	52.9	12	411	NOV DB BOOKING	4/21/2025	5/23/2025	2.79
8963241	TGS1 GROUT SPONGE	3	1	3	2				3	2				2.41	5.99	59.8	14	691	SEP DB BOOKING	4/21/2025	5/23/2025	2.05
1383488	48-22-1725 TAPE MEASURE 25FT	2												10.97	19.99	45.1	2	399	APRIL PMAPP PROGRAM	1/2/2025	4/30/2025	7.73
1384338	48-22-1825 TAPE MEASURE 25FT	8		1				2	50	3			2	12.43	19.99	37.8	66	400	MAY PMAPP PROGRAM	4/1/2025	5/31/2025	9.45
1384502	48-22-1025M/0325 TAPE 1 X 25	2												16.49	27.99	41.1	2	400	MAY PMAPP PROGRAM	4/1/2025	5/31/2025	13.87
1384536	48-22-1216/0216 TPE 1.3X16FT													15.05	25.99	42.1		412	DEC DB BOOKING	4/21/2025	5/23/2025	12.04
1384544	48-22-1216M/0216M MAG 16FT													17.24	29.99	42.5		412	DEC DB BOOKING	4/21/2025	5/23/2025	13.80
1384569	48-22-1225/0225 TAPE 1.3X25	17								6				18.81	31.99	41.2	23	399	APRIL PMAPP PROGRAM	1/2/2025	4/30/2025	14.28
2520955	DWHT38125S TAPE MEASURE 25FT	6			18									11.26	19.99	43.7	24	100	Q1 HTAS PROMO	2/1/2025	4/30/2025	9.58
3231057	EM81.12 LEVEL 12" MAG TOOL BOX	12	6			2	1	1	1	1	1			8.57	17.99	52.4	25	647	APR DB REBUY	4/1/2025	4/30/2025	6.86
4566485	E105.24 LEVEL DIGITAL BLU 24IN			1										93.06	159.99	41.8	1	400	MAY PMAPP PROGRAM	4/1/2025	5/31/2025	78.12
4724290	837 SS CONTOUR GAUGE PINS		3	4	2		1	1	1	1	2			5.92	10.99	46.1	15	681	AUG DB BOOKING	4/21/2025	5/23/2025	5.16
4821906	L616-02/L616N TAPE 16FTX3/4					2								4.76	9.99	52.4	2	410	OCT DB BOOKING	4/21/2025	5/23/2025	3.86
5960497	74211/69652 STUDSENSOR PRO 55	4	2	3	1	3		1	4	5	3			22.06	34.99	37	26	412	DEC DB BOOKING	4/21/2025	5/23/2025	18.75
6087845	34-793 FBGL TAPE RULE 200'		3	1			2	3						16.00	24.99	36	9	681	AUG DB BOOKING	4/21/2025	5/23/2025	12.80
6123012	33-725 TAPE RULE 25'X1-1/4"							12	24	12				16.78	29.99	44.1	48	410	OCT DB BOOKING	4/21/2025	5/23/2025	15.12
6223283	34-106 TAPE RULE 100'X3/8		3	2		3		2	1		1	1		10.70	19.99	46.5	13	410	OCT DB BOOKING	4/21/2025	5/23/2025	9.63
6461032	33-116 TAPE POWERLOCK 16FT	8								55	7			7.25	10.99	34	70	691	SEP DB BOOKING	4/21/2025	5/23/2025	5.80
6527162	3772 ALUM TOP READ LEVEL 72"				1									38.24	57.99	34.1	1	681	AUG DB BOOKING	4/21/2025	5/23/2025	34.41

- Updates on the last day of the month
- Shows any item that your store has purchased in the last 24 months that will be available on a promotion during the upcoming month
- Identifies regular price, promotional price, program number and dates available to order on the program number

Full Carton Discount Report

ITEM	DESCRIPTION	SHELF	UOM	MAR	FEB	JAN	DEC	NOV	OCT	SEP	AUG	JUL	JUN	MAY	APR	CODE	COST	PRICE	PCT			
9908229 Y	HAMMER CURVED CLAW WD 8OZ	6	EA	6	9	3	4	5	5	8	7	9	8	2	3	5	3.45	8.69	60.3			
9921768 Y	HAMMER BALL PEIN WD HNDL 8OZ	6	EA	1	1	4	1	4			2	1		3	1	6	6.74	18.99	64.5			
9951930 Y	34511 4LBS ENGINEER HAMMER 16"	4	EA		1		4	1	2		1	1	5	1	2	4	12.28	24.99	50.9			
1130053 Y	55-117 MOLDING BAR 10"	2	EA	2			1	1			2	2	3		2	3	9.16	16.99	46.1			
3442514 Y	55-526 WONDER BAR 21"	4	EA						8	1	1		4	2	1	4	9.5	18.99	50			
6914246 Y	55-045 PRY BAR 7"	6	CD 1	3	1	1	3	1	4	1	3	1	1	3	2	5	2.96	6.99	57.7			
6966709 Y	72 REVOLVING PUNCH PLIER	3	CD	3	1	1	2	2								3	3	6.53	11.99	45.5		
7802762 Y	32937 SAN ANGELO BAR 1"X72"	3	EA	3		1			1	2	2	1		1	1	4	25.04	49.99	49.9			
556712 Y	STHT20138 HCKSW SLD FRAME 12IN	6	EA	6	2		1	3	2	1	4	7	2	2	6	6	4.22	11.99	64.8			
4733531 Y	20-045 PANEL SAW	4	EA		1	3		2		1		1	2	1	2	3	11.95	22.99	48			

- Updates on the last day of the month
- Shows any item that your store has paid the 4% upcharge to break the shelf pack on, but ordered multiple times

New Item Report

Item	Description	UOM	S/P	Cost USD	Retail USD	GM%	Vendor	UPC	Replaces
CLASS 10105 STRIKING TOOLS									
7570252Y 44129 VAUGHAN 18IN VN405 RIGB EA		EA	6	5.86	13.99	58.1	MARSHALLTOWN TR	00051218641738	4581195
7570278Y 44100 VAUGHAN 16IN 20OZ ADZ EY EA		EA	6	5.94	13.99	57.5	MARSHALLTOWN TR	00051218602029	8237471
7570286Y 44091 VAUGHAN 17IN 24OZ ADZ EY EA		EA	6	6.45	15.99	59.7	MARSHALLTOWN TR	00051218612424	1861459
CLASS 10110 RIPPING/CHISELING									
0054346Y BC14 NAIL PULLER 14"BEARCLAW	EA	EA	4	15.50	29.99	48.3	MARSHALLTOWN TR	00051218570366	
1221373Y BC12 BEAR CLAW NAIL PULL 12"	EA	EA	4	13.82	25.99	46.8	MARSHALLTOWN TR	00051218570304	
5069265Y NP12DE NAIL PULLER DBL END	EA	EA	4	11.20	22.99	51.3	MARSHALLTOWN TR	00051218470024	
6068670Y B215L SUPERBAR 21"	EA	EA	4	11.65	21.99	47.0	MARSHALLTOWN TR	00051218452013	
6320824Y B215 PRY BAR 15"	EA	EA	4	10.10	18.99	46.8	MARSHALLTOWN TR	00051218000054	
9811423Y BC10 CLAW NAIL PULLER 10"	EA	EA	4	10.83	21.99	50.8	MARSHALLTOWN TR	00051218570274	
CLASS 10125 CUTTING & SHAPING									
5699244Y DWHT10994 DW TANTO POCKET KNIF CD 1		CD	6	9.93	29.99	66.9	STANLEY BLACK &	00076174109948	
CLASS 10505 MEASURING & LEVELING									
7567720X S0101-BULK SQUARE TOOL AL 7IN CD		CD	5	5.89	11.99	50.9	SWANSON TOOL CO	00038987010194	
8068405X S0107-BULK SQUARE TOOL AL 12IN CD		CD	5	11.67	18.99	38.6	SWANSON TOOL CO	00038987010712	

- Updates on the first day of the month
- Shows all items that have been added to your DC the previous month
- Identifies your cost, retail and the item it is replacing if applicable

Discontinued Item Report

Month: 02 Year: 25 Inquire

ITEM NUMBER	ITEM DESCRIPTION	SHELF PACK	CURRENT DEALER COST	CURRENT RETAIL PRICE	GROSS MARGIN PCT	UPC	VENDOR	LAST 12 MONTHS PURCHASES	ITEM CLASS NUMB	REPLACEMENT ITEM	REPLACEMENT DESC	REPLACEMENT DEALER COST	REPLACEMENT RETAIL PRICE	REPLACEMENT GROSS MARGIN PCT	REPLACEMENT UPC	REPLACEMENT VENDOR
760462	TR150 STAPLE GUN HEAVY DUTY	6	15.34	22.99	33.2	76174058574	STANLEY	7	10910	2272383	STHT70150 STAPLE GUN AL 6-14MM	18.28	27.99	34.7	8.85912E+11	STANLEY TOOLS
1877836	2555-20 WRENCH IMPACT 1/2IN	1	166.55	199	16.3	45242521197	MILWAUKEE	2	15105	1877943	2563-20 IMPACT WRENCH 1/2IN	166.55	199	16.3	45242804504	MILWAUKEE
7028418	DS321 DRAGSTER BELT SANDER	2	60.67	72.99	16.8	28877479453	BLACK & DECKER	3	15105	402586	DCW220B SANDER BELT CRDLS 20V	255.93	299	14.4	8.85912E+11	DEWALT
1629617	A100509-23X1/2 EG MICRO PIN	5	10.9	22.99	52.5	7.41475E+11	SECO	1	20120	1079904	CZ08EAAR MICRO PIN 23GA 1/2IN	2.73	6.99	60.9	7.41474E+11	SECO
7210446	28205 GEL REPAIR 5GRAM	6	2.86	6.99	59	6.86226E+11	PERMATEX	8	30520	6048003	27100 RED THREADLOCKER 6ML	4.45	10.99	59.5	6.86226E+11	PERMATEX
9989484	CFT/VG/LED CL AMB 21K B10	4	2.94	5.99	50.9	17801179972	FEIT ELECTRIC	4	35004	2278414	BPCFC40927CAFIL/2/RP 40W27K	4.19	8.99	53.4	17801209891	FEIT ELECTRIC
5828306	LIGHT STAKE SQR SOLAR BOLLARD	16	5.03	11.99	58	6.72376E+11	BOSTON HARBOR	16	35125	7706690	LIGHT BOLLARD SLR 3 TIERD LENS	4.78	7.99	40.2	6.72376E+11	BOSTON HARBOR
2137677	8197 4" SQUARE BOX W/FH BRKT	25	2.14	3.99	46.3	50169001974	RACO	3	35325	9081316	52151-SWB-UPC SQ BOX 4X1-1/2IN	2.33	5.69	59.1	0	SOUTHWIRE
5083241	915C SQ WORKCOVER4"W/GFCI&DPLX	10	1.77	5.99	70.4	50169999981	RACO	5	35325	1115161	G1951-UPC SQ SURFACE CVR 4X1/2	1.22	5.69	78.6	32886313981	SOUTHWIRE
5287412	674 HANDY BOX 2-1/8" 3/4" KO	50	2.75	5.99	54	50169006740	RACO	2	35325	1112754	G19282-3/4-UPC HANDY BOX 4X2IN	1.87	4.99	62.5	0	SOUTHWIRE
6113369	8601 SWTCH BOX 3-1/2 W/EARS	25	3.7	6.99	47	50169006016	RACO	1	35325	1115013	G603-R-UPC SWTCH BOX 3X2X3-1/2	2.44	5.99	59.3	32886302879	SOUTHWIRE
6150049	112 OCT BOX 3-1/4IN W/CBL CLMP	25	3.24	6.99	53.6	50169001127	RACO	1	35325	5186705	24151-R-UPC OCTGN BOX 1-1/2IN	2.11	5.69	62.9	32886043161	SOUTHWIRE
6150056	146/8146 OCT BOX 4IN W/CLAMP	25	1.95	3.49	44.1	50169001462	RACO	14	35325	3390465	54151-R-UPC OCTGN BOX 4X1-1/2	1.4	3.99	64.9	32886301902	SOUTHWIRE
6150114	703 RND CEILING PAN COVER3-1/2	25	0.74	2.39	69	50169007037	RACO	11	35325	5186721	24C6-UPC ROUND COVER 3-1/2IN	0.52	2.39	78.2	32886302930	SOUTHWIRE
6150130	724 OCT BLNK COVER 4IN W/1/2KO	25	0.67	1.69	60.3	50169007242	RACO	7	35325	3977113	54C6-UPC OCTAGON BLANK CVR 4IN	0.46	2.19	79	32886301988	SOUTHWIRE

- Updates on the last day of the month
- Shows any item in your 24 month purchase history that has been discontinued
- Identifies the replacement item if one is available and your store's cost, retail and margin for both the item going away and the new item

Inactive Item Report

ITEM NUMBER	ITEM DESCRIPTION	ORGILL VELOCITY CODE	UNIT OF MEASURE	CURRENT DEALER COST	CURRENT RETAIL PRI	GROSS MARGIN P	ITEM CLASS NUMBER	ITEM CLASS DESC	UPC	VENDOR NAME
1872142	504IP T50 STAPLES 1/4"	A	CD 5M	6.23	15.99	61	10910	FASTENING	79055510147	ARROW
2341055	DWE575 CIRC SAW 7-1/4 LIGHTWGT	A	EA	125.54	149	15.7	15105	HAND POWER TOOLS	8.85911E+11	DEWALT
2341097	DWE4011 SMALL ANGLE GRINDER	A	EA	67.11	79	15.1	15105	HAND POWER TOOLS	8.85911E+11	DEWALT
3888674	DCS387P1 SAW RECIP COMPACT 20V	A	EA	223.79	264	15.2	15105	HAND POWER TOOLS	8.85911E+11	DEWALT
6189294	DWE6421K RAND ORB SAND	A	EA	65.22	79	17.4	15105	HAND POWER TOOLS	8.85911E+11	DEWALT
6572739	7510-01/7500 BELT SANDER 3 X18	A	EA	46.82	59.99	22	15105	HAND POWER TOOLS	39725037688	SKIL
7862576	DMAPL4300 BIT HAM SDS 1X10	A	CD	28.16	52.99	46.9	15505	POWER DRILLING & ACCESSORIES	8925150213	DIABLO
1196781	D0740X SAW BLADE 7-1/4 40THT	A	CD	12.23	16.99	28	15510	SAW BLADES & ACCESSORIES	8925020585	DIABLO
4104741	153068PF 36X80 PKCT DOOR FRAME	A	EA	73.9	129.99	43.2	25240	POCKET DOOR HARDWARE	86073153065	L.E. JOHNSON PRODUCTS
2049252	S822-102 ROD CLOSET WHITE 8FT	A	EA	17.52	32.99	46.9	25340	SHELVING & CLOSET	8.8678E+11	NATIONAL HARDWARE
6573596	473500 ORG LINEN SHLF 16"X6'	A	EA	12.65	25.99	51.3	25340	SHELVING & CLOSET	75381047357	CLOSETMAID
2049567	N266475 PLATE CORNER BLK 12IN	A	EA	13.2	27.99	52.8	25520	BRACES	8.8678E+11	NATIONAL HARDWARE
796284	N130-641 BOLT HOOK 3/4X10IN ZI	A	EA	7.55	15.99	52.8	25523	GATE & SHED HINGES	38613130647	NATIONAL HARDWARE
7182868	N109-001 LATCH ORN DOOR/GTE BL	A	BAG	16.61	37.99	56.3	25526	GATE LATCHES & PULLS	8.8678E+11	NATIONAL HARDWARE
7781081	LFSCRLR32 SEALANT FLEX CLR32OZ	A	QUART	20.95	42.99	51.3	30130	SPECIALTY PAINT PRODUCTS	8.53517E+11	FLEX SEAL

- Updated quarterly
- Identifies items your store was buying from Orgill at one time but has not purchased in the last 12 months

Purchase History Reports

- Updated monthly
- Available by:
 - Department
 - Vendor
 - Item

RETAIL DEPT	CURRENT DEALER COST	CURRENT RETAIL PRICE	GROSS MARGIN PCT	GROSS MARGIN DOLLARS
HAND TOOLS	66,221.31	134,588.08	50.8	68,366.77
POWER TOOLS & ACC	94,960.62	164,192.64	42.2	69,232.02
FASTENERS	12,243.92	34,319.20	64.3	22,075.28
HARDWARE	67,124.40	194,422.19	65.5	127,297.79
PAINT & SUNDRIES	91,881.80	181,440.69	49.4	89,558.89
ELECTRICAL	64,266.56	132,707.30	51.6	68,440.74
PLUMBING	51,528.01	137,727.72	62.6	86,199.71

VENDOR NAME	YTD	*****			
	PURC	JAN	FEB	MAR	APR
AERO-MOTION, INC	248			248	
ALI INDUSTRIES	401	254		147	
ALPINE CORPORATION	13532	10245		3287	
AMMEX CORPORATION	549			549	
AOB PRODUCTS COM	1191	490	207	494	
ARROW FASTENER CO LLC	605			605	
AVW, INC.	599			599	
BLUE RHINO	4089	2095	1232	762	
C H HANSON COMPANY	756			756	
CALCULATED INDUSTRIES	789	789			
CALICO BRANDS	469			469	
CE TOOLS INC	451	451			
CENTURY SPRING CO INC	825		812	13	
CHICAGO HDWE & FIXTURE	1228	148	1045	35	
COGHLAN'S LTD	735	323		412	
CONAIR CORP.	2593			2593	
CORNERFLEX INC DBA	32	32			

NAME	12 MONTH STOCK	12 MONTH DS
	PURCHASES	PURCHASES
VAUGHAN & BUSHNELL MFG	496.97	
CLARKDIETRICH BUILDING	141.75	
SAINT-GOBAIN	54.29	
HUBBELL ELECTRICAL PROD	2,348.52	
SMITH'S CONSUMER PRODUC	193.58	
PRIME LINE PRODUCT CO.	9,547.57	1,939.21
GUARDIAN FALL	1,384.50	6,712.92
CE TOOLS INC		451.08

RETAIL DEPT: 10 HAND TOOLS

CLASS	10105 STRIKING TOOLS	ORGILL	CURR YTD PURC	PREV												12 MO PURC	RET SENS CODE	CURRENT DEALER COST	CURRENT RETAIL PRICE	GROSS MARGIN PCT
				YTD PURC	25	25	25	24	24	24	24	24	24	24	24					
032-7239Y	E3-22P ROCK PICK HAMMER 22OZ	B	EA		4											1	1	2	1	6
045-3662Y	32894 4LBS CROSS PEIN HAMMER	A	EA	5	7	4		1	1							2	2	3	1	14
066-6941Y	32912 1.5LBS HALF HATCHET 14"	A	EA	5	6			5	3	2						1	1	1	2	16
094-6517Y	65751/432-19 BLACKSMTH HDL16IN	C	EA	3	2	2		1								2	1	3		9

New! Price Change Preview

- Available to all customers registered to receive Orgill.com emails
- Sent the Monday prior to the PREP run
- Identifies vendors who will have price changes on the upcoming PREP cycle
 - Number of skus impacted
 - Average percent change

PREP Preview
For PREP Run on April 26, 2025

Vendor	Avg Change	Skus
SBD Stanley Hand Tools	5%	1,160
SBD Dewalt PTA	5%	1,111
SBD Irwin PTA	6%	980
SBD Dewalt Power Tools	11%	359
SBD Lennox	5%	209
SBD Irwin Hand Tools	5%	207
SBD Bostitch	29%	194
SBD Dewalt Fastening	31%	95
SBD B&D Household	20%	5
SBD Porter Cable	5%	2
SBD Dewalt Battery	13%	1
Baron Mfg.	10%	488



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April 21, 2025

Door Busters, Price Change Preview & Tariff Effects

As international trade dynamics evolve, Orgill remains committed to transparency and proactive support for your business. This week's update provides a quick snapshot of promotional opportunities and expected pricing shifts.

Door Buster Booking & Tariff Impacts

Upcoming Door Buster promotions offer great savings and will be open for booking tomorrow (4/22). Some pricing and product availability may be affected by tariff-related changes. For the most accurate information, read the Price Change Preview report (see link below).

PREP Preview for April 26

The upcoming PREP cycle will reflect tariff-related adjustments from key vendors. Store-specific alerts will be available with more detail. This report highlights key vendors with expected price changes in the upcoming PREP cycle. Use the link below to access this week's Price Change Preview. You can expect to receive this update every two weeks, the Monday prior to each Saturday PREP release.

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Registering for PREP

- PREP fee is \$50 per month
 - \$70 per month if Orgill prints and ships labels
 - Additional locations receive \$15 discount
- Subscribe or unsubscribe at any item
- Complete the PREP Registration form and email it to jbacon@orgill.com or luke.houston@orgill.com
- Contact your Point of Sale Provider if you want to receive your price updates directly to your POS system
- If you elect for Orgill to print and ship your labels with PREP, you have the option to no longer receive them with your delivery truck
- Your reports will be available after the next run following registration

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Profitable Retail Enhancement Packages

Retailer/Orgill Agreement

There are 2 PREP Packages Available to Our Retailers:

Orgill's PREP Program provides registrants with bi-weekly cost and retail updates based on their 24 month purchase history with Orgill. Retailers have the option of accessing these updates from Orgill.com or having them transmitted electronically to their POS system. The PREP program also offers dealers reporting tools to run better and more efficient operations.

Customers have the option of printing their updated bin labels from their store or having Orgill print and ship them to their store for an additional \$20 per month (PREP with Labels). Please choose which option best suits your store's needs.

- PREP Option 1 - My Store Will Print the Updated Labels = \$45 per month
 PREP Option 2 - Please have Orgill Print and Ship the Updated Labels = \$65 per month

If Option 1, the following section can be skipped.

The bi-weekly PREP stickers you receive will mimic the settings of the current weekly truck stickers you receive. You have the option of continuing to receive the updates with your Orgill delivery and also with PREP, or only receiving the updates every other week through PREP. Please choose which option best suits your store's needs.

- I want to receive my updated stickers with my bi weekly PREP updates and on my Orgill truck delivery.
 I only want to receive stickers/bin tags with the bi-weekly price updates.

Agreement

It is agreed that Orgill will, through its personnel, implement the Profitable Retail Enhancement Packages (PREP) program on behalf of the Retailers stated below. Orgill makes no warranty or guarantees, implied or explicit, concerning the future performance of the Retailer. The Profitable Retail Enhancement Packages program contains information obtained from the retailer's purchase records. This information can be used to assist a retailer in impacting the store's profitability.

Customer Number _____	Store Owner/Manager _____
Email Address _____	Store Name _____
Address _____	City, State & Zip _____
Signed (Retailer) _____	Date _____

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Sample Reports

- Where to Find Them
 - My Account > Account Information > Customer PREP Report Menu
 - Dates can be toggled up to 6 months back
- [Price Change Report](#)
 - *Best practices is directly to POS system*
- [Promotion Alert Report](#)
- [Full Carton Discount Report](#)
- [Vendor DS Purchase History Report](#)
- [Discontinued Item Report](#)
- [New Item Report](#)
- [Inactive Item Report](#)

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Questions?

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