



Please find below wholesale letter, credit policy and Application form to be completed and returned via email, post or fax.

To our Wholesale Client

I am delighted to introduce NSP Wholesale, Nature's Sunshine Products division especially set up to assist our retail sector including Health Stores, Pharmacies, Practitioners and mail order services. The following information outlines the Company and its Credit Policy and terms of trade.

Nature's Sunshine has been a familiar name in New Zealand natural health circles for over 25 years. Traditionally a Network Marketing Company, 2002 saw us split the company into three groups. One of the groups is NSP Wholesale.

As you explore our product range you will find many of the familiar top selling NSP products along with a variety of herbal and vitamin and mineral supplements, some of which are exclusive to the Retail Sector. Although under constant review, we still have formulas that date back to the Company's establishment in the early 70's proving the success of not only our products but the Founders belief in the power of herbs and their ability to manufacture high quality, safe products with the power to change a life. We are proud of our logo and maxim, ***Quality, Service, and Integrity.***

To assist with your technical questions we have our in-house Naturopath, who is available Monday – Friday, from 9.00am to 5.00pm to support you with product queries including ingredient, dosage and usage. Please note that our naturopathic support service is not available to diagnose or to give treatment assistance. Added to that, our staff can supply product fact sheets or assist with the establishment of internet access to our exclusive customer web site.

Orders may be placed by phone on 0508 70 70 70 from 8.30am to 4.00pm Monday – Friday, or by fax on 09 415 7786. Generally, orders are dispatched the same day we receive the order and payment. We have enclosed with this letter a new account holder sign up form as well as an explanation of our credit policy and terms.

If you are interested in commencing business with us please complete the application and return it to **NSP P O Box 302-447, North Harbour, Auckland or fax to : 09 415 7786.** Once this has been completed our office will issue you with an account number and you may begin ordering immediately.

Patrick F. Fahy
MANAGING DIRECTOR
NATURE'S SUNSHINE NEW ZEALAND

CREDIT POLICY AND TRADING TERMS

For more than 25 years Nature's Sunshine Products New Zealand has worked on a cash only basis. This affords us the luxury of avoiding the cost of employing credit controllers and Debt Collections Services.

For those Customers operating under this policy we offer a **LOYALTY DISCOUNT** based on the size of the order.

Commencing April 2007 we now offer short credit terms with **NO** loyalty discount.

LOYALTY DISCOUNTS

Customers of NSP Wholesale who pay at the time of purchase by credit card (MC Visa, Diners) or by Direct Debit, Direct Credit or Cheque will receive our Loyalty Discount. Depending on the total of your order, you will receive discounts on your purchases, i.e.:

\$0 - \$599	excluding GST	5%	plus \$4.00 freight charge
\$600 - \$999	excluding GST	10%	plus \$2.00 freight charges
\$1,000 plus	excluding GST	20%	freight free

Please note orders are dispatched on receipt of cleared funds.

CREDIT ACCOUNTS

This facility is open for new accounts only. Upon receipt of the Account Application Form and following Management approval you may purchase goods without payment.

The accounts **do not** receive NSP Loyalty Discounts.

Freight rates as displayed above apply to these orders also.

Our credit policy is simple. You have until the 20th of the following month to settle all outstanding amounts (excluding those designated current) e.g.

January Invoices	Payment date 20 th February
February Invoices	Payment date 20 th March
etc	

Please note that accounts not settled in full by the due date go into automatic suspension and no further transactions are accepted until the full remittance is received.

