



Natural Foods Market

May 23, 2008

To Our Vendors,

We would like to address a situation that is “near and dear” to both our hearts, credits and returns. We as a company spend too much time with this problem; collecting product, sorting to the correct company, getting company representatives to finally pick-up product, and then waiting for credits or checks to arrive. An example of this is we received a double shipment from a vitamin company. We called and were told a call tag would be issued. Two weeks later and still no call tag and this product is still sitting in our backroom.

We have a proposal to make, how about a small percentage deducted from each invoice? The deduction would cover customer returns and damaged products. This saves both our companies time and space. We would not have to save product, use labor in a non-productive way, and not have to be in continuous exchange with companies like yours to secure credits. The proposal would allow your company to focus more on sales and less on the peripheral parts of our business. No more issuing call tags, no more receiving broken bottles and no more creating credit memos or writing checks.

Currently, we have this agreement with some of our vendors and would like to expand to as many as possible. Please contact me if your company would have any interest in this program. Thank you for consideration.

Wayne Grubacich, Supplement Buyer
Clark's Nutrition & Natural Foods Market
4225 Market St.
Riverside, CA. 92501
PH: 951-321-1960 ext. 145
FAX: 866-370-6144