

III. LISTING/DELISTING PROCESS (Continued)

The decision to list products is based on an evaluation incorporating consideration of the criteria listed below. As SLGA receives far more applications for listings than it can accommodate, the evaluation is necessarily comparative among new competing products and existing listings.

- Product Quality
- Marketing and Promotion Plans
- Anticipated Consumer Acceptance
- Fit with SLGA's product portfolio
- Unique characteristics
- Container and Packaging
- Supplier order and shipment arrangements
- Deferred Payment Proposals
- Shelf Life

Detailed descriptions of these criteria are listed in Appendix A.

Suppliers and agents will be notified of listing decisions by email as soon as possible after the close of the Listing Committee meeting on approvals or rejections.

In the event that the Listing Application is approved, an initial purchase order will follow. The timing of this purchase is at the discretion of the Committee.

NOTE: Unless agreed to by SLGA, inventory received and related to a specific purchase order must have a minimum one year shelf life from the date said inventory is delivered to SLGA warehouse.

The SLGA reserves the right to reject any applications solely at its decision.

Furthermore, the Committee will not consider a re-submission of said application within a twelve (12) month period of the original date of application. However, the Committee may itself request a re-submission prior to the expiration of the twelve-month period.

C. **DELISTING OF CURRENT PRODUCTS**

The Listing Committee reserves the right to delist a product in the event that it does not achieve annual sales quotas. In the case of a new product, failure to achieve 40 % of the stated minimum annual sales requirement within six months may result in a delisting.

It is the suppliers' and agents' responsibility to maintain awareness of the product's performance.