

Wholesale Partner Programs

White Lotus Home

Pure Natural Mattresses, Pillows & Bedding Company

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White Lotus Home of New Brunswick, NJ has been supplying furniture, mattress, bedding and natural goods stores as well as massage schools, spas, interior designers and individual customers with high-quality natural and organic products since 1981. In addition to our NJ showroom, many of our products are available for purchase [nationwide](#).

Over the years, White Lotus Home has had a simple two-fold objective: (1) to offer products that are non-threatening to the planet and its people, and (2) to educate consumers about the benefits of natural and organic bedding. [White Lotus Home handcrafts quality products designed to last](#), and in the process we cut down on waste created by temporary bedding solutions and give our customers the peace of mind that comes with buying mainly recyclable products.

As a [Green America](#) and [Organic Trade Association](#) member, we believe we can make a difference by setting an example for others. Since our mattresses, pillows, and bedding are made with pure, natural ingredients, White Lotus Home provides more than a good night's rest; we provide peace of mind for the Earth-conscious consumers.

Ready to help your clients Save the Earth while they sleep?

All of our bedding is handmade by skilled artisans in New Brunswick, NJ, and our production line includes primarily All-American raw materials whenever possible. For more information, including product photos and descriptions, please visit: www.whitelotushome.com

Program Offerings

As White Lotus Home business partners, we hope that you share a passion for Made in America, hand-crafted, sustainable bedding. We are committed to helping you stay informed about our industry, and are willing to help educate your staff about our range of products to help you close more deals. If at any time you have questions about our program offerings or products, our trained staff is always happy to help. The more you sell, the more we all help Save the Earth!

Please note: These Programs are only available on our handmade items including: mattresses, pillows, toppers, duvets, covers, sheets, cribs, toss pillows, custom mattresses, custom pillows, futon covers and private label products.

We do not offer discounts on products in our catalog that are purchased directly from third party vendors: mattress pads, select sheeting, and all furniture. All approved clients must stay very close to our listed retail price, and cannot be sold below our MAP (minimum allowed price); those found guilty of underpricing will swiftly have their business with White Lotus Home terminated.

MOST LUCRATIVE! [Private Label & Fabrication](#)

Potential Profit start at: 55% plus

You pay for Shipping

We offer private labeling. To start, your first order needs to be \$5,000 or more. Or, at least 300 pieces of one product & size. We currently make children's accessories, special pillows and bedding, mattresses, and custom cushions for many clients. We have a talented design team that can bring your special projects to life. Please send your specifications to info@whitelotushome.com, complete our [NEW PRODUCT DEVELOPMENT FORM](#), or call 732-828-2111 to discuss your needs.

Wholesale Program

Order Minimum(s): \$5,000 total worth or 100 pieces, for first order

Discount off MSRP: 50% Off

You pay for Shipping

Ideal for: Stores with ability to carry stock

Wholesale discounts are offered under the agreement that clients will be showcasing, re-selling, and frequently purchasing our products. Eligible wholesale clients can receive Net-30 terms following their first prepaid order, and there is no order minimum for wholesale purchases following the first prepaid order. All purchases receiving the wholesale discount must ship to the client's business location.

Drop-Ship Program

Discount off MSRP: 30% and free shipping to the contiguous U.S.

Ideal for: eCommerce, Small Stores

Our Drop-Ship program is aimed towards businesses with small or no retail locations and/or online stores, and can reach customers worldwide. The procedure is simple: you make the sale, we sell you the product at a 30% off discount, you send us purchase orders with the customer's shipping information, and we send the product directly to your customer. Shipping is free on all orders to the contiguous 48 United States, but all orders shipping elsewhere will receive an additional fee based on the product and location. All drop-ship orders will be charged on the day that the product ships from our location.

Designer Cooperative Program

Discount off MSRP: 30% and free shipping to the contiguous U.S.

Ideal for: Interior Designers

Designers are encouraged to advertise to their customers that they receive discounts on White Lotus Home products, and are free to sell to individual clients at a price they deem appropriate—though we professionally recommend offering the client 10% off MSRP, and keeping a 20% consulting fee. All orders include free shipping to either the designer or direct to

the client, if preferred. Designer discounts are offered under the assumption that designers are expert liaisons who mention our products to high end clients, and are able to speak knowledgeably about our options. Designers are also welcome to order custom bedding, and to order raw fibers in bulk.

Strategic Partnerships: Brand Ambassadors, Affiliate Partner

If you are looking for a professional relationship that is not defined by the above programs, we are more than happy to set up a call with your company to identify areas where we can work together. Whether it is a barter exchange, affinity program, finder's fee commission, or a link/discount exchange, let us know your needs and we will do our best to see that we arrive at a solution that is mutually beneficial. Most companies that fall under here, set up a CODE and their audience gets 10% off every time they mention the said CODE and the company gets 10% of each sale that mentions that CODE.

Raw, Natural, and Organic Fibers

Natural Kapok, Organic GOTS Certified Cotton, Green US-Grown Cotton, Buckwheat Hulls, US-Raised Virgin Lamb's Wool, Evergreen Foam, and Natural Rubber Latex.

To buy fibers in bulk, you can read more about them at

<https://www.whitelotushome.com/MORE/wholesale-fibers/>. Bulk orders are already discounted in the listed sales price online, and are only eligible for further discounts if you plan on making purchases of 1,000 lbs or more a year. Should your needs exceed the quantities listed on our website, please email us; be sure to include complete shipping information and we will send you a quote.

Large Projects

If you are looking to remodel a home(s), or are a real estate agent putting together a showcase, please contact us at info@whitelotushome.com for one-time discount offers. All orders greater than \$20,000 will be automatically eligible for discounts, and larger discounts are available for orders in excess of \$100,000.

After Approval

Merchandising Support

White Lotus Home has an experienced sales and merchandising team that will help support the success of our products in your store. We can provide photos and descriptions of all our products, as well as offer guidance for marketing specific ones. We will recommend new items, and help you keep your display looking fresh and well stocked.

Building the Relationship

We are available on weekdays from 10am to 6pm for conference calls and consultations and seven days a week by email. Our free sales consultations will cover:

- Current sales trends at White Lotus Home.
- A review of what is working and what's not in your store. Any facts and figures you have on hand with regard to your sales will be helpful for this.

- Review of your stock and suggested new products for the season.
- Customer questions that you are not comfortable answering.

Placing Orders

To keep our exchanges running efficiently, please follow the following guidelines.

- We do have a CRM system that will make this the easiest way to order possible, Or
- Please, make all wholesale orders in advance, 2-3 weeks before you require the order.
- Increase stock before the holidays and important shopping days in your store.
- Email your purchase orders to info@whitelotushome.com, and consult your catalog for pricing before asking for a quote.
- After receiving your PO, you will receive a final order to confirm it all. Please take note that listed quantities and prices were what you expected, and ask about any discrepancies.
- Be sure to confirm pricing with us before extending a quote on non-standard items to your customers.

We Guarantee Your Satisfaction—Refunds & Returns

At White Lotus Home, we guarantee all of our products against manufacturing defects. If a customer has a defective product, we will replace it and offer you a credit for whatever refunded amount you offered the customer (upon receipt of pictures displaying the defect). If a customer is unhappy with a non-defective product, we can accept the product back if it clears a manufacturing inspection affirming that the product was unused. In this case, we can extend your account a credit worth 80% of the original price you paid. Please note that we are happy to default to your policy if you state that items are non-returnable, but that our policy on not accepting returns of used items is not adaptable.

In the case of products damaged during shipping, it is essential that you take pictures of the damaged box immediately and keep all original packaging (or instruct your drop-ship clients to do the same). Upon receiving pictures, we will replace any item damaged in transit on a rush and will handle the claim with the shipper. If you offer customers credits or refunds in this situation, you can inform us of this and we may be able to credit your account for a portion of that amount, but our standard policy does not include this option as a de facto certainty.

Our goal is to foster an on-going, long-term partnership that will lead to excellent sales for you and a secure career for all of the artisans who are part of White Lotus Home. Because we know what it means to be a growing and independent business, we will work with you so that our relationship is mutually beneficial.

Turnaround Time

Our goal is to process and ship all orders within 1-2 weeks for small items (pillows, sheets, massage mats), and within 2-4 weeks for large items (mattresses, toppers, duvets, and large orders). Custom orders may take a bit longer (3-5 weeks). Additionally, please allow 1-5 business days for shipping on all items, depending on your location. We do produce all wholesale orders on urgency, but an expedited rush service is available on any item over \$100 for either 25% of the cost or \$100, whichever amount is lesser. Please include these requests in your order, and we will send you a quote that includes expediting fees.

Payment Terms

Your first order will be prepaid at the time of your order by credit card, check, or online banking. Net-30 terms may apply for those who qualify on subsequent **wholesale and private label** orders only--all other program orders must be prepaid before they ship. Net 30 will be removed after the 2nd late payment or due to long-standing delinquency. Credit limits may apply, and will be determined at the discretion of White Lotus Home.

White Lotus Home Partner Application Date: _____

Please return this completed application via email to info@whitelotushome.com

Name of your business: _____

Type of business: _____

Website: _____

About your company:

Order Contact: _____

Title: _____

Phone #: _____

Email Address: _____

Accounting Contact: _____

Title: _____

Phone #: _____

Email Address: _____

Business Address: _____

Shipping Address: _____

Resale Certificate Number (A resale certificate is required to purchase White Lotus Home products at wholesale prices): _____

Initial Method of Payment (You can call us with this information if you prefer)

Credit card Number: _____

Exp. Date: _____ Security Code : _____ Billing Zip Code: _____

Name on Card: _____

Check here to be charged upon shipping

For qualifying accounts, we offer Net-30 after the 1st prepaid order. Please provide the following information, accurately. Leave blank if you choose to be charged upon shipping.

Credit References:

	<u>Vendor</u>	<u>Contact</u>	<u>Phone</u>	<u>E-mail</u>
1	_____	_____	_____	_____
2	_____	_____	_____	_____
3	_____	_____	_____	_____

How did you hear about White Lotus Home? _____

Please mark all of the following that apply to tell us what type(s) of WLH program you will be applying for:

1. ___ Designer
2. ___ Wholesale
3. ___ Drop-Ship
4. ___ Private Label
5. ___ Raw, Natural, and Organic Fibers
6. ___ Large Orders
7. ___ Strategic Partnerships

Fire Retardant Acknowledgement

Due to federal regulation FR1633, effective July, 1, 2007, all mattress manufacturers are required to use a flame retardant (FR) that passes the required burn time test. This law is intended to increase the escape time for fire victims, which should save hundreds of lives each year. If you find others claiming that they make 100% organic or 100% natural mattresses without the use of an FR, please request details of how they are meeting the FR1633 law. White Lotus Home uses a layer of wool as the FR in all of our Dreamton mattresses, and adds Boric Acid as an FR in other instances.

Further, there is a clause written into this law that permits the manufacture of an FR-free mattress with the receipt of a prescription from a licensed physician. A doctor's prescription must appear on a prescription pad. So long as we have a properly certified request, we can

make a mattress with no FR added. Lastly, FR1633 does not apply to any mattress 4 inches thick or less. In accordance with FR1633, White Lotus Home only sells 100% FR-free mattresses after receiving a doctor's prescription or note.

As a client of White Lotus Home, I will be responsible for getting a doctor's prescription for clients who request a chemical free mattress without the addition of Boric Acid or wool.

PRINT NAME: _____ **SIGNATURE:** _____

IMPORTANT NOTICE: By signing below, you are agreeing to all the terms of this contract. ALL DECISION MAKERS IN YOUR BUSINESS SHOULD SIGN BELOW.

Signature: _____

Print: _____

Title: _____

Date: _____

Signature: _____

Print: _____

Title: _____

Date: _____

Signature: _____

Print: _____

Title: _____

Date: _____