



## STOCKING DEALER MARKETING PROGRAM



Planogram – A9

**Requirements:**

Purchase and maintain inventory on any of our suggested stocking planograms thru **your distributor of choice**. The stock will be shipped by **your distributor**. Shelving not included.

**Benefits:**

BAL will supply you with a planogram merchandising kit to dress up your store fixtures and draw attention to the display. Kit contains header card, sign holder, & shelf strips.

Your store will be listed on **BAL's** website by state as a Preferred Stocking Dealer labeled as a **Sta-BAL-ization Station**. This listing will contain dealer address, phone numbers, and a link to your website allowing us to steer traffic right to your store or site.

Email notification of any new **BAL** products, technical information, or upcoming specials thru **your distributor of choice** (email address required).

**\*\*\*FAX TO John Hawkins @ (254) 771-9069**

Enjoy the benefits of a preferred stocking dealer while offering your customers the BAL line that features *superb quality, value, and brand recognition* and will provide you *excellent profitability* over the competition.

Dealer: \_\_\_\_\_ Contact: \_\_\_\_\_

Address: \_\_\_\_\_ City: \_\_\_\_\_ St: \_\_\_\_\_ Zip: \_\_\_\_\_

Email: \_\_\_\_\_ Website: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Planogram # \_\_\_\_\_ Acct# \_\_\_\_\_

Dealer Signature \_\_\_\_\_ Date: \_\_\_\_\_

## BAL Sta-BAL-ization Station suggested planogram stock

Planogram TT1 for 4' wide x 5' gondola Travel Trailer assortment			Suggested Retail	Extended Retail
Qty	BAL #	Item Description		
6	28000A	Standard Tire Locking Chock w/hndl & plate	\$44.93	\$269.58
6	28010	X-Chock, Tire Locking Chock	\$52.26	\$313.56
2	29041B	1000 Lb. Wheel Caster for 2000 Lb. Jack Boxed	\$25.69	\$51.38
1	29036B	1000 Lb. Wheel Caster for 1000 Lb. Jack Boxed	\$24.90	\$24.90
2	29055B	Jack Foot for 2000 Lb. Tongue Jack Tall Boxed	\$13.26	\$26.52
1	29056B	Jack Foot for 2000 Lb. Tongue Jack Short Boxed	\$11.93	\$11.93
2	29025B	Tongue Jack-sidewind 2,000# BOXED	\$55.12	\$110.24
1	29015B	Tongue Jack-sidewind 1,000# BOXED	\$51.67	\$51.67
2	24210	Power Pak Motor Kit for Scissor or C Jack	\$360.40	\$720.80
3	24002C	24" Standard Scissor Jacks w/ handle pair	\$109.33	\$327.99
6	23216	Lock-Arm Stabilizing Bar - pair	\$75.52	\$453.12
1	23222	"C" Series Leveling Jack - 22" pair	\$100.05	\$100.05
2	23225	"C" Series Leveling Jack - 25" pair	\$105.36	\$210.72
				\$2,672.46

Planogram FW1 for 4' wide x 5' gondola Fifth Wheel assortment			Suggested Retail	Extended Retail
Qty	BAL #	Item Description		
6	28010	X-Chock, Tire Locking Chock	\$52.26	\$313.56
2	24210	Power Pak Motor Kit for Scissor or C Jack	\$360.40	\$720.80
3	24002C	24" Standard Scissor Jacks w/ handle pair	\$109.33	\$327.99
6	23216	Lock-Arm Stabilizing Bar - pair	\$75.52	\$453.12
2	25037	Gooseneck Kingpin Stab Jack - 3 fixed legs	\$130.90	\$261.80
3	25035	Deluxe Kingpin Stab Jack - 3 telescopic legs	\$174.62	\$523.86
3	25030	Deluxe Kingpin Stab Jack - 2 telescopic legs	\$153.43	\$460.29
				\$3,061.42

PlanogramTC1 for 4' wide x 5' gondola Tent Camper assortment			Suggested Retail	Extended Retail
Qty	BAL #	Item Description		
3	28010	X-Chock, Tire Locking Chock	\$52.26	\$156.78
4	23026	19" Light Trailer Leveling Jacks - pr w/handle	\$73.00	\$292.00
4	23035	Base Pads, Light Trailer Leveling Jacks box of 4	\$24.52	\$98.08
3	29036B	1000 Lb. Wheel Caster for 1000 Lb. Jack Boxed	\$24.90	\$74.70
2	29020B	Tongue Jack-topwind 1,000# BOXED	\$44.79	\$89.58
1	29015B	Tongue Jack-sidewind 1,000# BOXED	\$51.67	\$51.67
3	28020	Single Tire Locking Chock	\$63.48	\$190.44
3	28050	Light Trailer Tire Leveler	\$87.33	\$261.99
6	23216	Lock-Arm Stabilizing Bar - pair	\$75.52	\$453.12
2	24210	Power Pak Motor Kit for Scissor or C Jack	\$360.40	\$720.80
3	24002C	24" Standard Scissor Jacks w/ handle pair	\$109.33	\$327.99
				\$2,717.15



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# STA-BAL<sup>®</sup>-IZATION SOLUTIONS

## Planogram product listing by Planogram Code

BAL Part#	Item Description	Suggested	Fits 4' x 5' Shelving						Fits 4' x 7' Shelving	
		Retail	A4	A5	A6	A7	A8	A9	B1	B2
28100	Tongue Twister	52.36			4	4				
24002C	24" Standard Scissor Jacks w/ handle pair	98.21	3	3	3	3	3	3	3	3
24210	Power Pak Motor Kit for Scissor or C Jack	438.10	2	2	2	2	2	2	2	2
23222	"C" Series Leveling Jack - 22" pair	89.88	1	1	1				1	1
23225	"C" Series Leveling Jack - 25" pair	94.64	2	2	2				2	2
29041B	1000 Lb. Wheel Caster for 2000 Lb. Jack Boxed	23.10	2	2	2	2	2	2	2	2
29036B	1000 Lb. Wheel Caster for 1000 Lb. Jack Boxed	22.38	1	1	1	1	1	1	1	1
29055B	Jack Foot for 2000 Lb. Tongue Jack Tall Boxed	11.90	2	2	2	2	2	2	2	2
29056B	Jack Foot for 2000 Lb. Tongue Jack Short Boxed	10.71	1	1	1	1	1	1	1	1
20031	Base Pads Set of 4	30.12		6				6		6
23025	17" Light Trailer Leveling Jacks - pr w/handle	65.60	4					4		4
29025B	Tongue Jack-sidewind 2,000# BOXED	49.52	2	2	2	2	2	2	2	2
29015B	Tongue Jack-sidewind 1,000# BOXED	46.43	1	1	1	1	1	1	1	1
25030	Deluxe Kingpin Stab Jack - 2 telescopic legs	137.86				2	2	2	2	2
25035	Deluxe Kingpin Stab Jack - 3 telescopic legs	156.90				2	2	2	2	2
28000A	Standard Tire Locking Chock w/hndl & plate	40.36	6	6	6	6	6	6	6	6
28005	Deluxe tire locking chock	66.07	6	6	6	6	6	6	6	6
28020	Single Tire Locking Chock	57.02	2	2	2				2	2
<b>Total Retail</b>			2713.57	2631.89	2660.61	2856.93	2828.21	2909.89	3221.41	3303.09