## FRANCHISE DISCLOSURE DOCUMENT

Snap-on Tools Company LLC, a Delaware Limited Liability Company
2801 80 ${ }^{\text {th }}$ Street
Kenosha, Wisconsin, 53143
262.656.5200
franchiseinfo@snapon.com
www.snapon.com
Snap-on Tools Company LLC ("Snap-on") offers a license to operate a franchised mobile store selling high quality repair and diagnostic tools and equipment. Snap-on manufactures and/or distributes these tools and equipment to professional mechanics and other tool users throughout the United States.

The total investment necessary to begin operation will range from $\$ 175,146$ to $\$ 411,941$ (See Item 7). This includes $\$ 124,300$ to $\$ 142,800$ that must be paid to Snap-on or an affiliate (See Item 5 ).

This disclosure document summarizes certain provisions of your franchise agreement and other information in plain English. Read this disclosure document and all accompanying agreements carefully. You must receive this disclosure document at least 14 calendar-days before you sign a binding agreement with, or make any payment to, the franchisor or an affiliate in connection with the proposed franchise sale. Note, however, that no governmental agency has verified the information contained in this document.

You may wish to receive your disclosure document in another format that is more convenient for you. To discuss the availability of disclosures in different formats, contact Franchise Administration at 262.656.7949.

The terms of your contract will govern your franchise relationship. Don't rely on the disclosure document alone to understand your contract. Read all of your contract carefully. Show your contract and this disclosure document to an advisor, like a lawyer or an accountant or both.

Buying a franchise is a complex investment. The information in this disclosure document can help you make up your mind. More information on franchising, such as "A Consumer's Guide to Buying a Franchise," which can help you understand how to use this disclosure document, is available from the Federal Trade Commission. You can contact the FTC at 1-877-FTC-HELP or by writing to the FTC at 600 Pennsylvania Avenue, NW, Washington, D.C., 20580. You can also visit the FTC's home page at www.ftc.gov for additional information. Call your state agency or visit your public library for other sources of information on franchising.

There may also be laws on franchising in your state. Ask your state agencies about them.
This disclosure document is issued on February 11, 2022.

## How to Use This Franchise Disclosure Document

Here are some questions you may be asking about buying a franchise and tips on how to find more information:

| QUESTION | WHERE TO FIND INFORMATION |
| :--- | :--- |
| How much can I earn? | Item 19 may give you information about outlet sales, costs, <br> profits or losses. You should also try to obtain this <br> information from others, like current and former <br> franchisees. You can find their names and contact <br> information in Item 20 or Appendixes E and F. |
| How much will I need to invest? | ltems 5 and 6 list fees you will be paying to the franchisor <br> or at the franchisor's direction. Item 7 lists the initial <br> investment to open. Item 8 describes the suppliers you <br> must use. |
| Does the franchisor have the <br> financial ability to provide <br> support to my business? | Item 21 or Appendixes G includes financial <br> statements. Review these statements carefully. |
| Is the franchise system stable, |  |
| growing, or shrinking? |  |$\quad$| Item 20 summarizes the recent history of the number of |
| :--- |
| company-owned and franchised outlets. |

## What You Need To Know About Franchising Generally

Continuing responsibility to pay fees. You may have to pay royalties and other fees even if you are losing money.

Business model can change. The franchise agreement may allow the franchisor to change its manuals, handbooks, and business model without your consent. These changes may require you to make additional investments in your franchise business or may harm your franchise business.

Supplier restrictions. You may have to buy or lease items from the franchisor or a limited group of suppliers the franchisor designates. These items may be more expensive than similar items you could buy on your own.

Operating restrictions. The franchise agreement may prohibit you from operating a similar business during the term of the franchise. There are usually other restrictions. Some examples may include controlling your location, your access to customers, what you sell, how you market, and your hours of operation.

Competition from franchisor. Even if the franchise agreement grants you a territory, the franchisor may have the right to compete with you in your territory.

Renewal. Your franchise agreement may not permit you to renew. Even if it does, you may have to sign a new agreement with different terms and conditions in order to continue to operate your franchise business.

When your franchise ends. The franchise agreement may prohibit you from operating a similar business after your franchise ends even if you still have obligations to your landlord or other creditors.

## Some States Require Registration

Your state may have a franchise law, or other law, that requires franchisors to register before offering or selling franchises in the state. Registration does not mean that the state recommends the franchise or has verified the information in this document. To find out if your state has a registration requirement, or to contact your state, use the agency information in Appendix J.

Your state also may have laws that require special disclosures or amendments be made to your franchise agreement. If so, you should check the State Specific Addenda. See the Table of Contents for the location of the State Specific Addenda.

## Special Risks to Consider About This Franchise

Certain states require that the following risk(s) be highlighted:

1. The franchise agreement requires mandatory arbitration of all claims in the jurisdiction where your Regional Sales Office will be located, and these claims will be governed exclusively by the Federal Arbitration Act. At your request, these claims will be arbitrated in your home state.

Certain states may require other risks to be highlighted. Check the "State Specific Addenda" (if any) to see whether your state requires other risks to be highlighted.

## For Use in Maine DISCLOSURES REQUIRED BY MAINE LAW

The information contained in this disclosure document has not been verified by the State of Maine. The State has not reviewed and does not approve or endorse any business opportunity. The disclosure document contains information which should be carefully read before agreeing to purchase a business opportunity.

## For Use in Michigan NOTICE REQUIRED BY THE STATE OF MICHIGAN

## THE STATE OF MICHIGAN PROHIBITS CERTAIN UNFAIR PROVISIONS THAT ARE SOMETIMES IN FRANCHISE DOCUMENTS. IF ANY OF THE FOLLOWING PROVISIONS ARE in these franchise documents, the provisions are void and cannot be ENFORCED AGAINST YOU.

Each of the following provisions is void and unenforceable if contained in any documents relating to a franchise:
A. A prohibition of the right of a franchisee to join an association of franchisees.
B. A requirement that a franchisee assent to a release, assignment, novation, waiver or estoppel which deprives a franchisee of rights and protections provided in this act. This shall not preclude a franchisee, after entering into a franchise agreement, from settling any and all claims.
C. A provision that permits a franchisor to terminate a franchise prior to the expiration of its term except for good cause. Good cause shall include the failure of the franchisee to comply with any lawful provision of the franchise agreement and to cure such failure after being given written notice thereof and a reasonable opportunity, which in no event need be more than 30 days, to cure such failure.
D. A provision that permits a franchisor to refuse to renew a franchise without fairly compensating the franchisee by repurchase or other means for the fair market value at the time of expiration of the franchisee's inventory, supplies, equipment, fixtures, and furnishings. Personalized materials, which have no value to the franchisor, and inventory, supplies, equipment, fixtures and furnishings not reasonably required in the conduct of the franchise business are not subject to compensation. This subsection applies only if: (i) The term of the franchise is less than 5 years and (ii) the franchisee is prohibited by the franchise or other agreement from continuing to conduct substantially the same business under another trademark, service mark, trade name, logotype, advertising or other commercial symbol in the same area subsequent to the expiration of the franchise, or the franchisee does not receive at least 6 months advance notice of franchisor's intent not to renew the franchise.
E. A provision that permits the franchisor to refuse to renew a franchise on terms generally available to other franchisees of the same class or type under similar circumstances. This section does not require a renewal provision.
F. A provision requiring that arbitration or litigation be conducted outside this state. This shall not preclude the franchisee from entering into an agreement, at the time of arbitration, to conduct arbitration at a location outside this state.
G. A provision which permits a franchisor to refuse to permit a transfer of ownership of a franchise, except for good cause. This subdivision does not prevent a franchisor from exercising a right of first refusal to purchase the franchise. Good cause shall include, but is not limited to:

1. The failure of the proposed transferee to meet the franchisor's then-current reasonable qualifications or standards.
2. The fact that the proposed transferee is a competitor of the franchisor or subfranchisor.
3. The unwillingness of the proposed transferee to agree in writing to comply with all lawful obligations.
4. The failure of the franchisee or proposed transferee to pay any sums owing to the franchisor or to cure any default in the franchise agreement existing at the time of the proposed transfer.
H. A provision that requires the franchisee to resell to the franchisor items that are not uniquely identified with the franchisor. This subdivision does not prohibit a provision that grants to a franchisor a right of first refusal to purchase the assets of a franchise on the same terms and conditions as a bona fide third party willing and able to purchase those assets, nor does this subdivision prohibit a provision that grants the franchisor the right to acquire the assets of a franchise for the market or appraised value of such assets if the franchisee has breached the lawful provisions of the franchise agreement and has failed to cure the breach in the manner provided in subdivision (c).
I. A provision which permits the franchisor to directly or indirectly convey, assign, or otherwise transfer its obligations to fulfill contractual obligations to the franchisee unless provision has been made for providing the required contractual services.

THE FACT THAT THERE IS A NOTICE OF THIS OFFERING ON FILE WITH THE ATTORNEY GENERAL DOES NOT CONSTITUTE APPROVAL, RECOMMENDATION, OR ENDORSEMENT BY THE ATTORNEY GENERAL.

Any questions regarding this Notice shall be directed to the Office of the Attorney General, Consumer Protection Division, Attn: Franchise Section, G. Mennen Williams Building, $1^{\text {st }}$ Floor, 525 West Ottawa Street, Lansing, Michigan, 48913, 517.373.7117.

## For Use in North Carolina DISCLOSURES REQUIRED BY NORTH CAROLINA LAW

The State of North Carolina has not reviewed and does not approve, recommend, endorse or sponsor any business opportunity. The information contained in this disclosure has not been verified by the state. If you have any questions about this investment, see an attorney before you sign a contract or agreement.

## TABLE OF CONTENTS

ITEM PAGE
ITEM 1 THE FRANCHISOR, AND ANY PARENTS, PREDECESSORS AND AFFILIATES ..... 1
ITEM 2 BUSINESS EXPERIENCE ..... 3
ITEM 3 LITIGATION ..... 7
ITEM 4 BANKRUPTCY ..... 7
ITEM 5 INITIAL FEES ..... 7
ITEM 6 OTHER FEES ..... 8
ITEM 7 ESTIMATED INITIAL INVESTMENT ..... 14
ITEM 8 RESTRICTIONS ON SOURCES OF PRODUCTS AND SERVICES ..... 19
ITEM 9 FRANCHISEE'S OBLIGATIONS ..... 21
ITEM 10 FINANCING ..... 23
ITEM 11 FRANCHISOR'S ASSISTANCE, ADVERTISING, COMPUTER SYSTEMS AND TRAINING ..... 33
ITEM 12 TERRITORY ..... 39
ITEM 13 TRADEMARKS ..... 43
ITEM 14 PATENTS, COPYRIGHTS AND PROPRIETARY INFORMATION ..... 44
ITEM 15 OBLIGATION TO PARTICIPATE IN THE ACTUAL OPERATION OF THE FRANCHISE ..... 44
ITEM 16 RESTRICTIONS ON WHAT THE FRANCHISEE MAY SELL ..... 45
ITEM 17 RENEWAL, TERMINATION, TRANSFER AND DISPUTE RESOLUTION ..... 46
ITEM 18 PUBLIC FIGURES ..... 53
ITEM 19 FINANCIAL PERFORMANCE REPRESENTATIONS ..... 53
ITEM 20 OUTLETS AND FRANCHISEE INFORMATION ..... 57
ITEM 21 FINANCIAL STATEMENTS ..... 79
ITEM 22 CONTRACTS ..... 79
ITEM 23 RECEIPTS ..... 80

Addenda to the Snap-on Tools Company LLC Franchise Disclosure Document for California, Hawaii, Illinois, Maine, Maryland, Minnesota, New York, North Carolina, North Dakota, Rhode Island, Virginia and Washington

| Appendix A | Pending Litigation as of February 11, 2022; Litigation Filed by Snap-on Against <br> Franchisees in the Fiscal Year Ending January 1, 2022 |
| :--- | :--- |
| Appendix B | Concluded Litigation |
| Appendix C | Trademarks |
| Appendix D.1 | Patents |
| Appendix D.2 | Copyrights |
| Appendix E | Franchisees as of January 1, 2022 |
| Appendix F | Franchisees Who Had an Outlet Terminated, Canceled, Not Renewed or <br> Otherwise Voluntarily or Involuntarily Ceased to do Business under the |
| Franchise Agreement in the Twelve-Month Period Ended January 1, 2022 |  |

Appendix I.1.D Verifone Franchisee Adoption Agreement

| Appendix I.1.E | Paymentech Merchant Application and Agreement |
| :--- | :--- |
| Appendix I.2.A | Franchisee Servicing Agreement |
| Appendix I.2.B | Addendum to Franchise Servicing Agreement (Franchisee Owned by Trust) |
| Appendix I.3.A | Loan and Security Agreement |
| Appendix I.3.B | Addendum to Loan and Security Agreement (Franchisee Owned by Trust) |
| Appendix I.3.C | Continuing Unconditional Guarantee |
| Appendix I.3.D | Snap-on Credit Automated Payment Plan |
| Appendix I.3.E | Assignment of Loan and Franchisee Servicing Agreement |
| Appendix I.4 | Promissory Note |
| Appendix I.5 | Snap-on Tools Software License, Maintenance and Development Agreement |
| Appendix I.6.A.1 | RA Financing Agreement |
| Appendix I.6.A.2 | RA Financing Agreement (Transfer Franchise) |
| Appendix I.6.B | RA Loan Addendum to Loan and Security Agreement |
| Appendix I.6.C | RA Loan Promissory Note |
| Appendix I.7 | Vehicle Lease Agreement, Amendment to Vehicle Lease Agreement, Addendum <br> to Vehicle Lease Agreement (Franchisee Owned by Trust), Continuing |
|  | Unconditional Guarantee, Acceptance Certiticate, Van Maintenance Agreement, <br> Snap-on Credit Automated Payment Plan for Van Payments and Vehicle Lease |
| Assumption Agreement |  |


| Appendix M | Claims Representation Form |
| :--- | :--- |
| Appendix N | Worksheet |
| State Effective Dates |  |
| Receipt |  |

ITEM 1

## THE FRANCHISOR, AND ANY PARENTS, PREDECESSORS AND AFFILIATES

The franchisor is Snap-on Tools Company LLC, a Delaware limited liability company whose principal business address is $280180^{\text {th }}$ Street, Kenosha, Wisconsin, 53143. The franchisor will be referred to as "Snap-on", "we", "us" or "our" and we will refer to the corporation, limited liability company or other approved legal entity who buys the franchise as "you" or "your" throughout this disclosure document. References to "you" or "your" also includes, where relevant, the principal owner or owners of that company. We intend to do business related to this offering under the names "Snap-on" and "Snap-on Tools."

Our parent corporation is Snap-on Incorporated, a Delaware corporation, whose principal business address is $280180^{\text {th }}$ Street, Kenosha, Wisconsin, 53143.

The names and principal business addresses of our affiliates which may provide you with products or services are:

Snap-on Credit LLC
("Snap-on Credit")
950 Technology Way, Suite 301
Libertyville, Illinois, 60048
Snap-on SecureCorp, Inc.
("Snap-on SecureCorp")
2801 80 ${ }^{\text {th }}$ Street
Kenosha, Wisconsin, 53143
Snap-on Equipment, Inc.
("Snap-on Equipment")
2801 80 ${ }^{\text {th }}$ Street
Kenosha, Wisconsin, 53143
Our predecessors are Snap-on Incorporated and Snap-on Tools Company, a Wisconsin corporation, whose principal business address was 2801 80 ${ }^{\text {th }}$ Street, Kenosha, Wisconsin, 53143.

Our agents for service of process are disclosed in Appendix K.
The information presented is current as of the date of this disclosure document, but is subject to change.

Snap-on's Business. In 1920, the Snap-on Wrench Company was formed in Milwaukee, Wisconsin, to develop and market interchangeable sockets for various wrench handles in place of separate handles for each socket size. The company evolved through various entities and name changes to become Snap-on Incorporated, our predecessor and currently our sole member. During its first 25 years in business, Snap-on Incorporated sold its products through a sales staff employed by Snap-on Incorporated. Beginning in approximately 1945, these sales people became independent contract distributors, rather than employees, who purchased their inventory from Snap-on Incorporated and who were responsible for all costs of operating their business. Snap-on Incorporated distributed its products through independent distributors ("Independents") for approximately 45 years, and then modified its program to be a franchise in 1990.

We (directly and through our affiliates) offer a product line including a broad range of hand and power tools, tool storage, saws and cutting tools, pruning tools, vehicle service diagnostics equipment, vehicle service software, vehicle service equipment, including wheel service, safety-testing and collision repair equipment, vehicle service information, business management systems, equipment repair services, and other tool and equipment solutions. Customers include automotive technicians, vehicle service centers, manufacturers, industrial tool and equipment users and those involved in commercial applications such as construction, electrical and agriculture. These products and services are distributed through sales personnel employed by us or Snap-on Incorporated and our affiliates,
independent sales personnel, independent distributors, or, in the case of certain products and services which are Products (defined below), Snap-on franchisees and Independents.

We also conduct business through company mobile stores, which are operated similarly to the operation of the franchise we are offering to you. They service the same type of customers as you will service. As of January 1, 2022, our company mobile stores comprised approximately $4.09 \%$ of all Snap-on mobile stores. Snap-on may increase or reduce the number of company owned stores in the future. These stores pilot new sales and promotional ideas prior to introducing them to our franchisees and service customers in select new and open routes.

The Snap-on Program. We grant franchises of the type described in this disclosure document. The franchise offering is for a 10-year license (in the case of a Renewal Franchise, a five-year license) to operate a Snap-on mobile store through a Snap-on Tools Franchise Agreement (the "Franchise Agreement") between a franchisee and Snap-on. We make available to our existing franchisees who qualify, the opportunity to purchase an additional franchise (the "Additional Franchise").

The license under the Franchise Agreement grants you the right to purchase Products, which are defined to mean tools and equipment we manufacture and/or distribute to our franchisees and Independents at a discount from suggested prices. Our product line contains more than 50,000 items, including over 8,000 items that we purchase and then distribute to franchisees and Independents through our distribution centers. This license also grants you the right to resell the Products at prices of your choice to customers at business locations or "stops" identified on an assigned List of Calls ("List of Calls") attached to your Franchise Agreement (See Item 12). The most efficient way for you to service your customers is for you to establish a relationship with your customers and potential customers at stops on the List of Calls and to be the only Snap-on franchisee servicing a stop. While you will have the right to sell to customers at stops on the List of Calls, you do not have any property rights or ownership interest in the List of Calls or the customers at stops on the List of Calls.

In addition to the rights described above, you will have all the benefits of the Snap-on Program, which is a program for selling and servicing high quality tools and equipment (the "Snap-on Program"). The distinguishing features of the Snap-on Program, in addition to the Products, include: special confidential techniques for selling the Products; signs, emblems, trade names, trademarks and service marks; instructional materials and training courses; and the Franchise Brand Handbook (the "Brand Handbook"), and Snap-on Credit Program Manual, as well as other manuals that are made available to you by us or our affiliates. We may change, improve or develop the features of the Snapon Program during the term of your Franchise Agreement. The valuable goodwill and favorable reputation of the Snap-on Program belongs to us, and while you will have the benefit of the goodwill and reputation during the time you are a franchisee, you will acquire no property rights or ownership interest in such goodwill or reputation, all of which at all times belong to us. The Franchise Agreement is attached to this disclosure document as Appendix I.1.A. The principal owner or owners of the franchise will be required to sign the Owner's Guaranty of Franchisee's Obligations attached to this disclosure document as Appendix I.1.B. You will also sign an Addendum to the Franchise Agreement to reflect differences in the program described in this disclosure document in the following situations: (i) you are exercising an option to renew under an expiring Franchise Agreement ("Renewal Franchise"), (ii) you are purchasing assets from an existing franchisee, which meets the transfer requirements of Snap-on ("Transfer Franchise") other than as an existing franchisee adding an additional franchise, (iii) you are converting an additional van to a franchise or purchasing an additional franchise ("Additional Franchise") including adding an additional franchise by purchasing assets from an existing franchisee, (iv) the principal owner of the franchisee is a veteran honorably discharged from the United States Armed Forces and purchasing your initial franchise, (v) you are financing your franchise with a lender who obtains a Small Business Administration loan guarantee, or (vi) the interest in your company is owned by a trust. These Addenda are attached as Appendix I.1.C. 1 through I.1.C.6.

The primary market for the Products is full-time professional mechanics and other customers who furnish their own tools in the normal course of their business. We are only one of many sources of tools and equipment in this market. You will compete with all other sellers of similar merchandise, including sellers who visit customers at their workplaces, and various other distributors, direct sellers and retail outlets, as well as sellers who utilize electronic commerce. Your ability to compete is dependent on, among other things, the effort you put into your business, the service you render, your merchandising efforts, your sales ability, your management of resources and your business and personal expenses.

There are no regulations specific to the industry in which we do business. We do not undertake to provide you with a comprehensive list of general laws applicable to your business, however, Federal and/or state driver's license and motor carrier regulations will apply to you. Since this will vary based on the state or states in which you will drive, you will need to research the specific application of these requirements to you. In connection with these regulations you may be subject to periodic alcohol and drug testing. Some additional examples of laws and regulations that have application are local, state and federal laws on business and vehicle licensing and registration, zoning restrictions, as well as parking, vehicle weight limitations, any applicable hazardous material transportation and pollution laws, and cybersecurity and data privacy laws. There may be other laws applicable to your business (including those relating to home-based businesses or the credit you grant). We urge you to make inquiries to your advisors, including your lawyer and accountant, about applicable laws and understand how you will comply with them prior to signing a Franchise Agreement.

Affiliates and Other Business Experience. Snap-on Tools of Canada Co. began offering franchises in Canada for the same type of business offered by this disclosure document in the fall of 1993. The following additional Snap-on affiliates sell tools and equipment through franchises or similar methods of distribution in the following countries:

Snap-on U.K. Holdings Limited (United Kingdom and Ireland)
SNA Germany GmbH (Germany)
Snap-on Tools (Australia) Pty. Ltd. (Australia)
Snap-on Tools (New Zealand) Limited (New Zealand)
Snap-on Tools Japan K.K. (Japan)
Snap-on Tools B.V. (Netherlands and Belgium)
Snap-on Africa (Proprietary) Limited (South Africa)
Except for these affiliates, neither we nor any of our other affiliates have offered franchises in any line of business other than the offering of Snap-on franchises, as described above. Snap-on Credit, Snapon Equipment and Snap-on SecureCorp have not conducted a business of the type to be operated by franchisees.

## ITEM 2

## BUSINESS EXPERIENCE

The following information relates to Snap-on's: (a) directors, (b) principal officers required to be disclosed in this disclosure document, and (c) other individuals who have management responsibility relating to the sale or operation of the franchises offered by this disclosure document. Except as noted below, we employed each of these persons in our Kenosha offices.

## DIRECTORS:

## Director: Nicholas T. Pinchuk

Mr. Pinchuk has been a Director of Snap-on since April 2007. He was also elected to the Board of Snap-on Incorporated in April 2007, and has served as Chairman of the Board since April 2009. Mr. Pinchuk has served as President and Chief Executive Officer of Snap-on Incorporated since

December 2007, and was President and Chief Operating Officer from April 2007 until December 2007. Mr. Pinchuk served as Senior Vice President and President - Worldwide Commercial \& Industrial Group for Snap-on Incorporated from June 2002 until April 2007. He has also been a Director of Columbus McKinnon Corporation since 2007.

## Director: W. Dudley Lehman

Mr. Lehman has been a Director of Snap-on since June 2003. He was elected to the Board of Directors of Snap-on Incorporated in May 2003. Mr. Lehman retired as Group President of KimberlyClark Corporation, located in Neenah, Wisconsin, in September 2006 after serving in that position since November 2005. From 2004 to 2005, he served as Group President - Business to Business and from 1995 to 2004, he served as Group President - Infant \& Child Care Sectors for KimberlyClark Corporation.

## Director: Karen L. Daniel

Ms. Daniel has been a Director of Snap-on since April 2006. She was elected to the Board of Snapon Incorporated in December 2005. Ms. Daniel retired in July 2018 as Division President and Chief Financial Officer of Black \& Veatch Corporation, located in Overland Park, Kansas, after serving in such roles since January 2000. Ms. Daniel has been a Director of Commerce Bancshares, Inc. since January 2018, and a Director of Teladoc Health, Inc. since November 2020.

## Director: James P. Holden

Mr. Holden has been a Director of Snap-on and Snap-on Incorporated since July 2007 and has served as the Board's Lead Director since February 2009. He served as non-executive Chairman of Meridian Automotive Systems, Inc., located in Allen Park, Michigan, from March 2007 until June 2009. He previously served as President and Chief Executive Officer of DaimlerChrysler Corporation, a U.S. subsidiary of DaimlerChrysler AG, located in Auburn Hills, Michigan, from 1999 until 2000. He has been a Director of Sirius XM Holdings Inc. since 2001.

## Director: Nathan J. Jones

Mr. Jones has been a Director of Snap-on and Snap-on Incorporated since July 2008. Mr. Jones retired in December 2007 from Deere \& Company, located in Moline, Illinois, where he most recently served as President, Worldwide Commercial and Consumer Equipment Division from January 2006 to December 2007. He also served as Senior Vice President and Chief Financial Officer for Deere \& Company from 1997 through 2006.

## Director: Gregg M. Sherrill

Mr. Sherrill has been a Director of Snap-on and Snap-on Incorporated since December 2010. He retired as non-Executive Chairman of Tenneco Inc. located in Lake Forest, Illinois, in May 2020, after serving in that capacity since May 2018, and also retired as a Director of Tenneco, Inc. in July 2020. He served as Executive Chairman of Tenneco Inc. from May 2017 to May 2018, and previously served as Chairman and Chief Executive Officer of Tenneco Inc. from January 2007 to May 2017. Prior thereto, Mr. Sherrill was Corporate Vice President and President, Power Solutions for Johnson Controls, Inc., located in Milwaukee, Wisconsin, from 2004 to 2007. Mr. Sherrill has been a Director of The Allstate Corporation since October 2017.

## Director: Henry W. Knueppel

Mr. Knueppel has been a Director of Snap-on and Snap-on Incorporated since September 2011. He retired as Chairman of the Board of Regal Beloit Corporation, located in Beloit, Wisconsin, in December 2011 after serving in that position since April 2006, and served as a Director of Regal Beloit Corporation until 2019. He also served as Chief Executive Officer for Regal Beloit Corporation from April 2005 to May 2011.

## Director: Ruth Ann M. Gillis

Ms. Gillis has been a Director of Snap-on and Snap-on Incorporated since July 2014. She retired in July 2014 as Executive Vice President and Chief Administrative Officer of Exelon Corporation, located
in Chicago, Illinois, after serving in those roles since 2005. She was also President of Exelon Business Services Company, an Exelon subsidiary. Previous roles included service as Executive Vice President of ComEd, an Exelon subsidiary, and as the Chief Financial Officer of Exelon. Prior to the merger that formed Exelon in 2000, Ms. Gillis was the Chief Financial Officer of Unicom Corp. She also has been a Director of KeyCorp since November 2009 and a Director of Voya Financial, Inc. since July 2015.

## Director: Donald J. Stebbins

Mr. Stebbins has been a Director of Snap-on and Snap-on Incorporated since January 2015. He retired in December 2018 as President and Chief Executive Officer, and also as a Director, of Superior Industries International, Inc., located in Southfield, Michigan, after serving in such roles since 2014. Prior thereto, he provided consulting services to various private equity firms. Mr. Stebbins previously served as Chairman, President and Chief Executive Officer of Visteon Corporation, located in Van Buren Township, Michigan from 2008 to August 2012, after having served as Visteon's President and Chief Operating Officer prior thereto. Before joining Visteon, Mr. Stebbins held various positions with increasing responsibility at Lear Corporation, including President and Chief Operating Officer Europe, Asia and Africa, President and Chief Operating Officer - Americas, and Senior Vice President and Chief Financial Officer. Mr. Stebbins has been a Director of Kaiser Aluminum Corporation since June 2019.

## Director: David C. Adams

Mr. Adams has been a Director of Snap-on and Snap-on Incorporated since June 2016. He has served as Executive Chairman of Curtiss-Wright Corporation, located in Charlotte, North Carolina, since January 2021. Curtiss-Wright announced that Mr. Adams will retire as Executive Chairman, as well as a Director, in May 2022. He was originally appointed as Chairman of Curtiss-Wright Corporation in 2015, and served as Chief Executive Officer from August 2013, and as President from 2012 until his retirement in January 2021. Mr. Adams has been a Director of Curtiss-Wright Corporation since August 2013. He previously served as Curtiss-Wright Corporation's Chief Operating Officer from 2012 to 2013; and was Co-Chief Operating Officer from 2008 until 2012. From 2005 to 2008, he served as a Vice President of Curtiss-Wright Corporation and as President of CurtissWright Controls, Inc., the former motion control segment of Curtiss-Wright.

## Principal Officers Required to be Disclosed in this Disclosure Document:

## President and Chief Executive Officer: Timothy L. Chambers

Mr. Chambers has been President and Chief Executive Officer with Snap-on since February 2019, and has held the position of Senior Vice President of Snap-on Incorporated, and President - Snap-on Tools Group since February 2019. He held the position of President - Snap-on Commercial of Snapon Incorporated from August 2015 to February 2019.

## President - Operations and Product Management: Michael G. Gentile

Mr. Gentile has been President - Operations and Product Management with Snap-on since March 2019. He held the position of Vice President - Operations of Snap-on from January 2012 to March 2019.

## Senior Vice President: Aldo J. Pagliari

Mr. Pagliari has been Senior Vice President with Snap-on since April 2010. He has held the position of Senior Vice President - Finance and Chief Financial Officer of Snap-on Incorporated since March 2010.

## Vice President - North American Sales and Franchising: Jeffrey W. Howe

Mr. Howe has been Vice President - North American Sales and Franchising with Snap-on since September 2016. He held the position of Vice President - North American Sales from February 2015 to September 2016.

## Vice President - North American Franchising: Clark Jamison

Mr. Jamison has been Vice President - North American Franchising with Snap-on since November 2012.

## Vice President - Finance: Robert J. Hamilton

Mr. Hamilton has been Vice President - Finance with Snap-on since April 2014.

## Vice President - U.S. Sales: Brian B. Austin

Mr. Austin has been Vice President - U.S. Sales with Snap-on since January 2018. From September 2016 to January 2018, he held the position of Vice President and North American Sales Manager of Snap-on.

## Vice President - Customer Service: Maria Joao Vieira

Ms. Vieira has been Vice President - Customer Service with Snap-on since February 2014.

## Vice President - Marketing: Gregory T. Mann

Mr. Mann has been Vice President - Marketing with Snap-on since September 2021. He held the position of Director of Marketing of Snap-on from October 2019 to September 2021, North American Sales Manager from January 2018 to October 2019, and held the position of Director-Sales Operations from April 2017 to January 2018.

Individuals with Management Responsibility Relating to the Sale and Operation of Franchises Offered by this Disclosure Document:

## Director - Franchise System: Thomas J. Kasbohm

Mr. Kasbohm has been Director - Franchise System with Snap-on since April 2012.

## Director - Asset Control: John W. Stewart

Mr. Stewart has been Director - Asset Control with Snap-on since April 2021. From May 2017 to April 2021, he held the position of Regional Manager of the Great Lakes Region. From January 2014 to May 2017, he was Vice President Sales and Franchising of Snap-on Tools of Canada, Co., located in Mississauga, Ontario, Canada.

## Director - Franchise Operations: Suzanne Mills

Ms. Mills has been Director - Franchise Operations with Snap-on since April 2016. From December 2006 to April 2016, she held the position of Director, Customer Care of Snap-on in Crystal Lake, Illinois.

## North American Sales Manager: Greg Petty

Mr. Petty has been North American Sales Manager with Snap-on since October 2019. He held the position of Director of Sales Programs for Snap-on from January 2018 to October 2019, and was Director of Special Programs from February 2015 to January 2018.

## President (Snap-on Credit LLC): Joseph J. Burger

Mr. Burger has been President of Snap-on Credit LLC, located in Libertyville, Illinois, since July 2009. Snap-on Credit LLC provides a broad range of financial services to Snap-on's franchisees.

## President (Snap-on SecureCorp, Inc.): Irene S. Sudac

Ms. Sudac has been President of Snap-on SecureCorp, Inc. since June 2014. Snap-on SecureCorp, Inc. is an affiliate of Snap-on and administers the various insurance programs offered to franchisees. She has also held the position of Vice President-Financial Services of Snap-on Incorporated since August 2010.

## ITEM 3

## LITIGATION

Pending litigation against Snap-on and its affiliates and pending litigation filed by Snap-on against franchisees are described in Appendix A. Concluded litigation is described in Appendix B. No other litigation is required to be disclosed in this Item.

## ITEM 4

## BANKRUPTCY

No person previously identified in Item 1 or Item 2 of this disclosure document has been involved as a debtor in proceedings under the U.S. Bankruptcy Code (or foreign law) required to be disclosed in this Item.

## ITEM 5 <br> INITIAL FEES

The initial fees include an initial license fee of $\$ 8,000$ to $\$ 16,000$ plus additional fees and payments ranging between $\$ 116,300$ and $\$ 126,800$ for goods and services we provide you before your franchise opens. The following formula determines these initial fees:

| Initial License Fee | $\$ 8,000-\$ 16,000$ |
| :--- | :--- |
| Initial Inventory | $\$ 114,500-\$ 125,000$ |
| Computer Software License Fee | $\$ 1,800$ |
| Total | $\$ 124,300-\$ 142,800$ |

Except as otherwise described, the initial fees are uniform.
Initial License Fee. The initial license fee of $\$ 16,000$ includes your initial training, which we estimate to have a cost of $\$ 3,600$ (See Item 11), your technology package, which we estimate to have a cost of $\$ 3,200$ (See Item 11), and a turnkey office supply package, which we estimate to have a cost of $\$ 400$. Under the following circumstances the initial license fee and what is included in the initial license fee will vary:
(a) Additional Franchise. If you are purchasing an Additional Franchise, which includes the purchase of assets by an existing franchisee from an existing franchisee to add an additional franchise or if you currently operate an additional van under a Franchise Agreement and meet all the requirements to make that a franchise, your initial license fee will be $\$ 12,000$ and you will receive initial training for your employee, the technology package and the turnkey office supply package.
(b) Renewal Franchise. If you are purchasing a Renewal Franchise, you pay an initial license fee of $\$ 8,000$. This fee does not include initial training, the technology package or the turnkey office supply package.
(c) Transfer Franchise. If you are purchasing a Transfer Franchise, other than as an Additional Franchise, you will pay a transfer fee of $\$ 12,000$, unless a different transfer fee is specified in the selling franchisee's Franchise Agreement. You will receive initial training for you or your employee and the technology package, but you will not receive the turnkey office supply package.

Initial Inventory. You must purchase an initial inventory, which we pre-select for you, with a suggested retail price approximately between $\$ 172,000$ to $\$ 188,000$ and a cost to you approximately between $\$ 114,500$ to $\$ 125,000$. We pre-select your initial inventory so that you have a balanced inventory to start your franchise. After the initial inventory, you will make all decisions regarding
inventory items you desire to purchase. Under the following circumstances, you will pay a lesser amount for your initial inventory or receive additional inventory without cost to you:
(a) Additional Franchise. If you are purchasing an Additional Franchise, you will receive inventory having a franchisee cost of $\$ 20,000$ at no cost to you (the "Inventory Incentive"). This incentive is designed to assist you in starting your Additional Franchise and providing ongoing continuity in the operation of that franchise. For that reason, in order to earn the Inventory Incentive you must operate the business under the Additional Franchise for a minimum of one year unless you transfer it to a franchisee approved by us. If, for any reason other than a transfer of business assets of the Additional Franchise to a franchisee through transfer, either (i) the Additional Franchise is terminated or (ii) you cease operating the van under the Additional Franchise during the first year after you start, you will be required to pay us the entire Inventory Incentive you originally received, which will be immediately due and payable. Except as so provided, you will have no further obligation to us for the Inventory Incentive. This incentive is available to an existing franchisee who converts an additional van to an Additional Franchise.
(b) Veterans Discount. If the principal owner is a veteran of the United States Armed Forces who has been honorably discharged and you are purchasing your initial Snap-on franchise, you will receive inventory with a franchisee cost of $\$ 20,000$ at no cost to you ("Veterans Discount").
(c) Employee Discount. From time to time during the effective period of this disclosure document, Snap-on may make available to certain groups of Snap-on employees the opportunity to purchase an initial Snap-on franchise and provide a discount on the initial inventory. An employee who qualifies for the Veteran's Discount is not eligible for any employee discount, but will receive the Veteran's Discount.
(d) Unassociated Dealer. If you are currently in the business of selling and servicing tools for professional mechanics and other customers in the automotive aftermarket and related businesses, but you are not associated with us ("Unassociated Dealer"), we may provide you with a portion of your initial inventory, without cost to you, at the time you become a Franchisee.

If you are purchasing a Transfer Franchise or Renewal Franchise, you will not be required to purchase additional inventory as long as your initial inventory meets our minimum inventory requirement.

Computer Software License Fee. You will need to use the Snap-on software program described in Item 11. You must pay us the Software License Fee, which is currently $\$ 1,800$, plus any applicable tax. This fee is not applicable if you are purchasing a Renewal Franchise.

The initial license fee and Computer Software License Fee are non-refundable. Inventory is subject to our tool return policy, which is described in Note 3 of Item 7.

## ITEM 6 OTHER FEES

Except as otherwise described below, the fees in this Item apply to all franchises. The notes following this table are an integral part of this Item, and you and your financial adviser should read this carefully.

| Name of Fee | Amount | Due Date |
| :--- | :--- | :--- |
| Weekly remittance for Products and <br> services purchased from Snap-on ${ }^{1}$ | The minimum amount is $100 \%$ <br> of miscellaneous charges less <br> miscellaneous credits, plus <br> any amount necessary to be <br> $\$ 1.00$ under your credit limit. | Payable weekly upon <br> receipt of the final weekly <br> statement. Receipt <br> means the final weekly <br> statement including each <br> invoice displayed <br> electronically and which <br> you must access. |


| Name of Fee | Amount | Due Date |
| :---: | :---: | :---: |
| Monthly License Fee ${ }^{2}$ | \$135.00 | Payable monthly upon receipt of an invoice from us. |
| Computer Software Maintenance and Development Fee ${ }^{3}$ | \$80.00 | Payable monthly upon receipt of an invoice from us. |
| Franchise Finance Program Loan Payment ${ }^{4}$ | No payment for the first 90 days (interest accrues from inception of loan); thereafter, the estimated payment is \$1,495-\$1,678/month, except for a Transfer Franchise the estimated payment is $\$ 1,445-$ \$2,798/month. | Payable weekly. |
| RA Loan Payment ${ }^{5}$ | \$1,047-\$1,166/month, except for a Transfer Franchise the estimated payment is $\$ 0$ $\$ 1,166 /$ month. | Payable weekly beginning six months after the time you become a franchisee. |
| Credit Program Payments ${ }^{6}$ | To be determined. | To be determined. |
| Open Account Payments ${ }^{7}$ | To be determined. | To be determined. |
| Transfer Fee ${ }^{8}$ | This fee is currently \$12,000. | Upon transfer. |
| Renewal Fee | $50 \%$ of our then-current Initial License Fee, the Renewal Fee is currently $\$ 8,000$. | Upon renewal. |
| Insurance and Other Coverage ${ }^{9}$ | \$5,924-\$11,253. | Payable annually or monthly. |
| Indemnification ${ }^{10}$ | To be determined. | To be determined. |
| Administrative Handling Charge ${ }^{11}$ | To be determined. | To be determined. |
| Van Lease and Maintenance Fee Payment ${ }^{12}$ | \$2,322-\$2,722/month van lease payment, plus $\$ 325 /$ month maintenance fee. | Payable weekly in advance (under the Snap-on Credit Van Lease Program) of each month's lease payment due date. |
| Van Lease Termination (under Snapon Credit Van Lease Program) | Unless you purchase your van, you must return the van to a location designated by Snapon Credit (estimated cost to you between \$180-\$4,100 depending on your location) and you are responsible for damage in excess of ordinary wear and tear. Up to one month's lease payment for early termination will be due (See Item 10 for a further discussion). If you purchase your van, Snap-on Credit may charge you a processing fee up to $\$ 190$ to transfer the title of the van to you. | Upon termination. |
| Late charges (under Snap-on Credit Franchise Finance and Credit | Under the Franchise Finance Loan $4 \%$ over the regular rate | Upon failing to make timely payment. |


| Name of Fee | Amount | Due Date |
| :--- | :--- | :--- |
| Programs) | (subject to the maximum <br> permitted by law). Under the <br> Snap-on Credit Van Lease <br> Program 5\% of the amount <br> due (plus interest at 10\%) for a <br> payment delayed more than <br> 10 days or $\$ 10.00$, whichever <br> is greater (subject to the <br> maximum permitted by law). |  |
| Charges for insufficient funds or <br> dishonor of payment under Snap-on <br> Credit Franchise Finance and Credit <br> Programs or for payment to Snap-on | Up to \$35.00, which may <br> increase during the term of <br> your Franchise Agreement. | Upon dishonor of <br> payment by check, $A C H$ <br> or similar instrument. |
| Training ${ }^{13}$ | $\$ 0-\$ 3,600$ | At time of training. |

## Notes:

1 Weekly Remittance. As of the effective date of this disclosure document, this is the minimum payment due us each week for Products and services purchased from us on credit. We have the right to unilaterally change payment terms at any time.

2 Monthly License Fee. This is a nonrefundable fee payable to us, which we may increase once each calendar year by an amount up to the lesser of either $\$ 50.00$ or $25 \%$ of the existing Monthly License Fee.
${ }^{3}$ Computer Software Maintenance and Development Fee. The monthly maintenance and development fee is payable to us and is not refundable. We may increase this fee upon 30 days prior notice.

4 Franchise Finance Program Loan Payment. If you desire to finance your franchise through Snap-on Credit, Snap-on Credit may lend funds to you through the Franchise Finance Program for certain initial investment costs.

Although interest will accrue on the amount you borrow from the inception of the loan, you will not be required to make any payments during the first 90 days. You will then be required to repay the amount you borrowed over a term of 10 years, less 90 days. See Item 10 for a complete description of the Franchise Finance Program.

The payments described in the table above are for a loan of $\$ 121,300$ and a loan of $\$ 202,300$ for a Transfer Franchise at the fixed rate of interest of $7.6 \%$ on the low end and $10.22 \%$ on the high end, calculated as of January 13, 2022, which will be repaid over 10 years, less 90 days and includes the following:

|  | Franchise | Transfer Franchise |
| :--- | ---: | ---: |
| Initial License Fee | $\$ 16,000$ | $\mathrm{~N} / \mathrm{A}$ |
| Transfer Fee | $\mathrm{N} / \mathrm{A}$ | $\$ 12,000$ |
| Initial Inventory | $\$ 125,000$ | $\$ 125,000$ |
| Computer Software License Fee | $\$ 1,800$ | $\$ 1,800$ |
| RA Acquisition | $\mathrm{N} / \mathrm{A}$ | $\$ 0-\$ 85,000$ |
| Subtotal | $\$ 142,800$ | $\$ 21,500$ |
| Less Down Payment | $\$ 21,500$ | $\mathbf{\$ 1 3 8 , 8 0 0 - \$ 2 3 , 8 0 0}$ |
| AMOUNT FINANCED | $\underline{\$ 121,300}$ | $\underline{\mathbf{\$ 1 1 7 , 3 0 0}-\mathbf{2 0 2}, \mathbf{3 0 0}}$ |

The down payment is the typical minimum down payment, although Snap-on Credit may, in certain cases, require a higher down payment or reduce the down payment.

For purposes of the illustration, we assume that the inventory for a Transfer Franchise will be $\$ 125,000$. In many cases, the actual inventory for a Transfer Franchise will exceed that amount and result in a higher weekly payment.

RA Acquisition is the RA you purchase from the predecessor franchisee who previously sold to customers on your List of Calls or Snap-on, if Snap-on purchased the predecessor franchisee's RAs.

For purposes of the illustration, the lower payment under the Transfer Franchise assumes that you finance no RA Acquisition and at the high end $\$ 85,000$.

If you acquire RA from a predecessor franchisee under a Transfer Franchise and desire to finance it, Snap Credit may agree to finance the RA Acquisition through the Franchise Finance Program Loan. The RA you acquire as part of a Transfer Franchise may be greater than $\$ 85,000$ and result in a higher weekly payment than the high end in the illustration. See Item 10 for a further discussion regarding the financing of RA Acquisition as part of the RA Financing Program Loan.

The exact loan payment will be determined by the amount you borrow, the interest rate in effect at the time of the loan and your credit history.

You are required to pay a documentation fee of $\$ 250$ at the time you sign your loan papers. If you are purchasing an Additional Franchise, the documentation fee will be $\$ 100$.

RA Loan Payment. As long as you do not obtain financing from a lender (other than Snap-on Credit) who requires a lien on your business assets, Snap-on, under our RA Financing Program will make interest free financing available to you to acquire and develop RA accounts or in the case of a Transfer Franchise to develop RA and acquire RA that is not financed as part of the Franchise Finance Program Loan. This financing by Snap-on must be repaid no later than six months after you commence operation under the franchise.

For a Transfer Franchise, Snap-on will make the RA Financing Program available to you as long as you are financing less than $\$ 85,000$ in RA Acquisition as part of Franchise Finance Program Loan. If you qualify, the amount Snap-on will make available to you under the RA Financing Program is $\$ 85,000$ less the amount of your RA Acquisition financed through your Franchise Finance Program Loan.

This financing is not available if you are purchasing a Renewal Franchise.
Snap-on Credit may make funds available to pay Snap-on under Snap-on Credit's RA Loan Program as long as you owe $\$ 10,000$ or more under the Snap-on RA Financing Program. The payment described in the table above is for an amount borrowed from Snap-on Credit of \$85,000 at the interest rate being offered to new franchisees, which if calculated on January 13, 2022, would be between $7.60 \%$ and $10.22 \%$, amortized over 9 years 6 months. The amount borrowed assumes that you utilized the entire $\$ 85,000$ available under Snap-on's RA Financing Program. As to a Transfer Franchise, the amount borrowed assumes on the low end that you do not have a RA Loan and on the high end that you utilized the entire $\$ 85,000$ with an interest rate of $10.22 \%$ amortized over 9 years 6 months.

Your loan payment may be higher or lower depending on the amount you pay to Snap-on and the applicable interest rate at the time of financing. The term of your RA Loan is generally the same as the remaining term of your Franchise Finance Program Loan. See Item 10 for a further
discussion of the RA Financing Program offered by Snap-on and the RA Loan Program offered by Snap-on Credit.

6 Credit Program Payments. Snap-on Credit may make credit programs ("Credit Programs") available to you to finance your qualifying customers' purchases of Products. If you choose to participate in the Credit Programs, these programs give you immediate credit on your Snap-on weekly statement for sales to customers.

Under the Extended Credit Program, you receive immediate credit for an EC Contract when accepted by Snap-on Credit for the total net cash price of a sale less the applicable EC Reserve Requirement, which is held by Snap-on for the benefit of Snap-on Credit, as a reserve for bad debts and other obligations. The EC Reserve Requirement is determined by Snap-on Credit and will range between $0 \%$ and $15 \%$ of the total net cash price of a sale. The amount held by Snapon as the EC Reserve Requirement currently earns interest based on the prevailing Fidelity Money Market Fund Retail (FDRXX) rate and is adjusted quarterly. We may at any time change the method for computing interest or discontinue the payment of interest on this reserve account. Under the Credit Programs, you agree to collect customer payments and remit them to Snap-on Credit, assist with repossessions, repurchase repossessed Products and participate in losses. See Item 10 for a further discussion of the Credit Programs.

7 Open Account Payments. At your request, Snap-on may accept your assignment of Open Accounts on 30-day terms or 30-60-90 day terms. If an Open Account customer fails to pay us within 60 days of our invoice on 30-day accounts, we will charge you the total unpaid amount of the Open Account on your Snap-on weekly statement. On 30-60-90 day accounts, if the Open Account customer fails to pay us within 7 days of any agreed upon installment date, we will charge you the total unpaid amount of the Open Account to your Snap-on weekly statement. See Item 10 for a further discussion of Open Accounts.

8 Transfer Fee. Paid by buyer in the amount of the transfer fee in effect when you transfer the assets of your franchise with our approval. The current transfer fee of $\$ 12,000$ includes initial training for the transferee, which we estimate to have a cost of $\$ 3,600$.

9 Insurance and Other Coverage. Upon request, you will submit written evidence that you have obtained the insurance and other coverage required by the Franchise Agreement from any insurance carrier of your choice, provided that it is acceptable to us. We will not unreasonably withhold acceptance of a carrier, but at a minimum, it must be rated "A" or better by Best's Insurance Reports. If your insurance carrier cancels or fails to renew any of your insurance policies (other than commercial business auto liability insurance), we must be notified and we can obtain the insurance for you (but we are not obligated to do so) and invoice you for the actual cost of the insurance. You must pay this invoice within 5 business days.

You may obtain the required insurance and other coverage through the Snap-on Franchisee Insurance Program, to the extent offered. If you choose to do so, we will collect premiums on behalf of the insurer. These payments are not refundable. Under Snap-on SecureCorp insurance programs, Snap-on SecureCorp acts as the plan administrator and in most states the claims adjuster for the insurer of the Franchisee Inventory Insurance Coverage Program which we offer. Insurance coverage under all Snap-on insurance programs is provided by third party insurers, but an affiliate of Snap-on SecureCorp may also act as the re-insurer of some or all of the coverage insured.

Based on information available to us, we estimate that the cost to you for required insurance will range from $\$ 5,924$ to $\$ 11,253$ per year, but premiums may be payable monthly. Your insurance on your inventory must contain a loss payable clause naming Snap-on, and if you participate in the Franchise Finance Program, Snap-on Credit as loss payee(s) as their interests may appear.

If you participate in the Snap-on Credit Van Lease Program, your van insurance must also contain a loss payable clause naming the lessor as loss payee for risk and additional insured for liability.

Indemnification. Under the Franchise Agreement, you agree to indemnify us and our affiliates for all losses and expenses from any action relating to the operation of your franchise except as otherwise provided in the Franchise Agreement (See Item 9).

Administrative Handling Charge. We may periodically charge an administrative handling charge to cover our administrative costs of handling advertising promotion and may result in a lower discount to you for Products you sell under those promotions.

Van Lease and Maintenance Fee Payment. The fee amount in the table above assumes that you elect to lease a van through Snap-on Credit. The lower payment is for a new van with a cost of $\$ 143,000$ and is calculated with a lease rate of $7.60 \%$ for a 72 -month period. The higher payment is for a new van with a cost of $\$ 155,000$ and is calculated with a lease rate of $10.10 \%$ for a 72 -month term. The lease rates are the rates effective January 13, 2022, and will vary based on Snap-on Credit's assessment of your credit. You also pay a maintenance fee of $\$ 325$ per month.

In addition to the monthly fee, you will incur the following costs in connection with leasing your van:
(i) Delivery Charge - This is a one-time charge, which we estimate will range between $\$ 180$ to $\$ 4,100$ depending on where you are located within the continental United States. This amount will be exceeded in Alaska and Hawaii, but it is not possible to give an accurate estimate. We will provide a quote to Alaska and Hawaii prospective franchisees prior to signing your Franchise Agreement. Although none currently exists, it is possible that a delivery fuel surcharge may be instituted during the effective period of this disclosure document.
(ii) Sales and/or Use Tax ("Sales Tax"), Registration Fee, and Personal Property Tax ("Personal Property Tax") - This varies by the state in which you are located. Sales Tax is sometimes charged on the lease payment and ranges up to $12 \%$ of the lease payment. Some states may charge Sales Tax at their applicable rate and/or a Personal Property Tax up to 5\% on the purchase price of the van. When Sales Tax is charged on the purchase price, that amount will be included in the cost of the lease and will increase your monthly payment accordingly. When Personal Property Tax is assessed by the state, that amount will be billed separately by the state or by Snap-on Credit. Some states have no applicable Sales Tax or Personal Property Tax and some states include the tax in the annual license fee you must pay to the state. Other states may require you to pay Sales Tax or Personal Property Tax upfront or other types of fees at registration and direct to the state.
(iii) Documentation Fee - This is a one-time fee of $\$ 350$ charged by Snap-on Credit.

It is possible that you may acquire a used van which could have a higher monthly payment, which we estimate will not exceed $\$ 50.00$ per month in excess of the monthly lease payment for a new van as reflected in the table above, but the total payments you make during the lease term should be less than the total payments during the lease term for a new van.

Your exact monthly payment will depend on the cost of the van you acquire, any required down payment, the residual (price at which the van can be purchased at the end of the lease), the lease term available for that van and the applicable lease rate. Snap-on Credit collects the lease and maintenance fee payments from you on a weekly basis and pays them to the van lease company (if a third party lessor is used) and fleet administrator respectively. See Items 7 and 10 for a further discussion of the van and maintenance requirements and the Snap-on Credit Van Lease Program.
${ }^{13}$ Training. You will not incur a training fee at the time you purchase your initial franchise. If you purchase an Additional Franchise, the following will apply: (i) no training fee for your initial Store Manager under an additional franchise and (ii) a fee of $\$ 3,600$ for training each additional Store Manager applicable to such additional franchise. If any additional Store Manager does not attend their initial scheduled training and you fail to give four days notice of cancellation, you may be charged a $\$ 1,200$ rescheduling fee. This is the fee that is currently in effect, but we reserve the right to change the fee during the term of your Franchise Agreement. See Item 11 for a further description of the training fee and the training program.

## ITEM 7

ESTIMATED INITIAL INVESTMENT
The following information presents our best estimate, as of the date of this disclosure document, of the range of estimated initial investment expense that you can typically expect. We base this information on our experience in assisting new franchisees and operating company mobile stores. Except as otherwise described, these categories of initial investment expenses are applicable to you. The notes following this table are an integral part of this Item, and you and your financial advisor should read them carefully.

While you are not required to do so, most new franchisees elect to finance a significant portion of the initial investment of the franchise through the Franchise Finance Program offered through Snap-on Credit and described in Item 10 and throughout this disclosure document. The first column of the following table shows the estimated out-of-pocket expenses (described, where applicable, by a lowhigh range) of a typical franchisee who participates in the Franchise Finance Program. The second column shows the total estimated initial investment amounts (described, where applicable, by a lowhigh range), a portion of which you may be able to finance through the Franchise Finance Program or other third-party sources.

|  | Estimated Range of Initial Investment |  | Method of Payment | When Due | To Whom Payment is to be Made |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Out-of-Pocket Expenses with Franchise Finance Program Financing | Estimated Total Initial Investment Range |  |  |  |
| Real Estate ${ }^{1}$ | \$0 | \$0 |  |  |  |
| Initial License Fee ${ }^{2}$ | \$0 | \$8,000-\$16,000 | Lump sum | Upon signing | Snap-on |
| Initial Inventory ${ }^{3}$ | \$0 | \$114,500-\$125,000 | Lump sum | When invoiced | Snap-on or predecessor franchisee if transfer |
| Electronic Signature Pad ${ }^{4}$ | \$0-\$200 | \$0-\$200 | As agreed | As agreed | Third parties |
| Supplies ${ }^{5}$ | \$0-\$400 | \$0-\$400 | Lump sum | When invoiced | Snap-on |
| Van ${ }^{6}$ | \$2,889-\$3,397 | \$45,000-\$155,000 | As agreed | As agreed | Van Leasing Company, or predecessor franchisee if transfer |
| Van Insurance ${ }^{6}$ (3 months) | \$688-\$2,063 | \$688-\$2,063 | As agreed | As agreed | Third Parties, Snap-on Secure Corp. |
| Van Delivery Charge ${ }^{6}$ | \$180-\$4,100 | \$180-\$4,100 | Lump sum or as agreed | Prior to start of operation | Third Parties |
| License ${ }^{6}$ | \$200-\$2,400 | \$200-\$2,400 | As agreed | As agreed | Third Parties |


|  | Estimated Range of Initial Investment |  |  |  | To Whom Payment is to be Made |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | Out-of-Pocket Expenses with Franchise Finance Program Financing | Estimated Total Initial Investment Range | Method of Payment | When Due |  |
| Acquisition / Development of Revolving Accounts ${ }^{7}$ | \$0 | \$0-\$85,000 | Lump sum | Prior to start of operation | Predecessor franchisee or Snap-on |
| Other Equipment, Fixtures and Expenses ${ }^{8}$ | \$150-\$170 | \$150-\$170 | As agreed | As ordered | Suppliers; Snapon; predecessor franchisee if transfer |
| Computer Software License Fee ${ }^{9}$ | \$0 | \$1,800 | Lump sum | Prior to start of operation | Snap-on |
| Documentation Fee with Snap-on Franchise Finance Loan ${ }^{10}$ | \$100-\$250 | Not applicable | Lump sum | At time of first Ioan payment | Snap-on Credit |
| Minimum Down Payment with Franchise Finance Program ${ }^{11}$ | \$21,500 | Not applicable | Lump sum | At time loan documents are signed. | Snap-on Credit |
| Additional Funds - 3 Months ${ }^{12}$ | \$12,419-\$19,808 | \$4,628-\$19,808 | As incurred | As incurred | Third Parties |
| Estimated Total Initial Franchise Expense ${ }^{13}$ | \$38,126-\$54,288 | \$175,146-\$411,941 |  |  |  |

## Notes:

1 Real Estate. You do not have to purchase or lease real estate, unless local laws prohibit you from parking your van at your residence, which will mean that you will be required to lease space to park your van away from your residence. If you desire office space for completing and maintaining your records, you would typically use a room in your residence.

2 Initial License Fee. See Item 5 for a description of the initial license fee applicable to you. Snapon Credit may offer financing for the Initial License Fee through the Franchise Finance Program (See Item 10).

3 Initial Inventory. We sell Products to you at a discount from suggested prices, currently ranging between $10 \%$ and $43.9 \%$. We require that you begin operations with an initial inventory having a suggested price approximately between $\$ 172,000$ to $\$ 188,000$ and a cost to you between $\$ 114,500$ to $\$ 125,000$. Your initial inventory may include up to $\$ 1,000$, at franchisee cost, of demonstration tools ("Demonstration Tools"), which we select for you. Demonstration Tools are not intended for resale, but rather to assist you in the sale of tools to your customers. If you choose to purchase more inventory, this amount will be higher.

If you are purchasing a Transfer Franchise, you may purchase all or part of this inventory from the franchisee whose assets you are buying. However, you may need to purchase additional inventory so that your total new, current and saleable inventory has a suggested price approximately between $\$ 172,000$ to $\$ 188,000$ and a current franchisee cost between $\$ 114,500$ and $\$ 125,000$.

If you are either a veteran of the United States Armed Forces who has been honorably discharged from the service, or you are purchasing an Additional Franchise, your investment in inventory will be reduced or you will receive additional inventory as described in Item 5.

As described in Item 5, if you are an Employee of Snap-on or an Unassociated Dealer, you may receive a portion of your initial inventory without cost to you, which will reduce your initial investment accordingly.

All Products are subject to the terms of our tool return policy in effect on the invoice date for the Product you return. Under the current policy, you may return current Product you purchased from us (excluding tool storage, diagnostics, software, and various other categories that are designated as not returnable) in new, current, and saleable at full list condition and in original packaging. We do not give credit for Products, which we no longer manufacture or distribute or

Products specially made or ordered for you or a customer. Under our current tool return policy, we make available the status of items that a franchisee can look up electronically. Once an item is moved to discontinued status you have six (6) weeks to return it for credit, and after that time, it is no longer returnable. Demonstration tools are not returnable but may be exchanged for updated demonstration tools until discontinued. We will return to you, at your cost, any Product that does not meet our return criteria. We may change our tool return policy for Products during the effective period of this disclosure document or during the term of your Franchise Agreement, including imposing a restocking fee or otherwise limiting or restricting your ability to return Products.

4 Electronic Signature Pad. If you elect to participate in the Extended Credit Program (See Item 10), you will need an apparatus that accepts electronic signatures. If you choose to lease the All-In-One Device that is available through Verifone (See Items 8 and 11), you will not need to purchase a separate electronic signature pad and you will not incur any additional cost above the cost of the lease. If you choose not to lease the All-In-One Device from Verifone, you will need to purchase the Topaz, T-s261-HSB, which will allow you to accept electronic signatures on EC Contacts. You may purchase the Topaz electronic signature pad through any retailer you choose. The Topaz electronic signature pad will cost you about $\$ 200$.

5 Supplies. We provide you with supplies with an approximate franchisee cost of $\$ 400$, which is included in the initial license fee, except in the case of a Transfer Franchise or Renewal Franchise.

6 Van. The estimated cost of this item reflects what we believe to be the initial cost of leasing or purchasing outright a fully-equipped van (including the required security system) that meets the specifications contained in the Snap-on Program (the "Program Van"). Snap-on Credit offers van leasing under the Snap-on Credit Van Lease Program. Unless you are participating in the Franchise Finance Program, which requires a van lease and maintenance package, you may purchase or lease Program Van from any supplier or leasing company with our prior approval, which will not be unreasonably withheld.

If you are purchasing a Transfer Franchise or Additional Franchise by purchasing assets from an existing franchisee and the agreement you reach with the selling franchisee includes the van used by that franchisee in his business, you may purchase or lease that van with our approval of the type and condition of the van. Some of our franchisees currently use a smaller non-program (16foot or 18 -foot) van and this fact alone will not disqualify the van for use in your business. We will not unreasonably withhold our approval.

The out-of-pocket expenses with Franchise Finance Program financing in the table above assumes your election to participate in the Snap-on Credit Van Lease Program. The low range is for a used 16' van acquired through a Transfer Franchise with a cost of $\$ 45,000$ and is calculated with a lease rate of interest of $8.4 \%$, which is the lowest lease rate of interest available on January 13,2022 , for a 48 -month lease term. The high range is for a new van with a cost of $\$ 155,000$ calculated with a lease rate of interest of $10.10 \%$, which is the highest lease rate of interest charged on January 13, 2022, for a 72 -month lease term. The amount in the table under out-of-pocket expenses with Snap-on Franchise Finance Program financing, which represents the advance payment, includes (i) the lease payment for the first month at the low range of $\$ 1,107$ and at the high range of $\$ 2,722$, (ii) a security deposit equal to one month's lease payment in the amount of $\$ 1,107$ will also be due with the purchase of a used van, (iii) the maintenance fee for the first month of $\$ 325$ and (iv) the one-time documentation fee of $\$ 350$. See Item 6 for a discussion of Sales Tax and Personal Property Tax, which might increase your initial investment.

The other expenses related to your van and included in the table above as part of your initial investment are the following:
(i) Van Insurance. We estimate that your annual premium for your van insurance will range between $\$ 2,750$ and $\$ 8,250$; however, this amount may be higher based on the driving record of
the individual primarily driving the van and location of your List of Calls. The annual premium may be paid monthly or quarterly. The table above reflects the first quarterly payment for this premium as part of your initial investment.
(ii) Van Delivery Charge. This is a one-time charge, which we estimate will range between $\$ 180$ to $\$ 4,100$ depending on where you are located within the continental United States. This amount will be exceeded in Alaska and Hawaii, but it is not possible to give an accurate estimate. We will provide a quote to our Alaska and Hawaii prospective franchisees prior to signing the Franchise Agreement. Although none currently exists, it is possible that a delivery fuel surcharge may be instituted during the effective period of this disclosure document.
(iii) License. We estimate that your annual license fee paid to your state will range between $\$ 200$ and $\$ 2,400$. The table above reflects your first year's license payment as part of your initial investment.

Depending on where you live, local laws and regulations may require you to park your van somewhere other than at your residence. This may result in a rental or lease payment, or a parking fee that you will negotiate directly with the provider of the space.

See Item 10 for a further discussion of van requirements, Non-Program Vans, and the Snap-on Credit Van Lease Program.

7 Acquisition/Development of Revolving Accounts. Revolving Account or "RA" sales will typically make up a large percentage of your sales. RA sales are credit sales between you and a customer to whom you extend credit, usually at no interest, to finance the customer's purchase of Products. You and the customer decide terms, such as price, down payment and repayment schedules. Since you extend your own credit, you bear $100 \%$ of the risk of loss if the customer defaults on an RA.

RA sales typically create cash flow demands on the operation of your franchise. You will have the immediate expense of purchasing Products from us, but customers will pay you over time. The high percentage of RA sales also means that you will typically carry a substantial amount of accounts receivable owed to you by your customers. Your RAs are created two ways. The first method is RA Acquisition where the predecessor franchisee who previously sold to customers on your List of Calls or Snap-on, if Snap-on purchased the predecessor franchisee's RAs, will usually offer you the opportunity to purchase the RAs. The second method for creating RAs is for Products you sell to your customers as RA sales, which is RA Development.

RA Acquisition/Purchasing and Rejecting RAs. As discussed above, the predecessor franchisee who previously sold to customers on your List of Calls or Snap-on, if Snap-on purchased the predecessor franchisee's RAs, will probably offer you the opportunity to purchase the RAs. There are two ways to purchase these RAs.

The first is to fail to properly reject them. The only way you can properly reject some or all of the RAs offered by the predecessor franchisee is by giving written notice of rejection to Snap-on and the predecessor franchisee within 45 days after you start servicing customers in the List of Calls. The written notice must specify which RAs you wish to reject. Rejection in writing is the only way to reject RAs. If you are purchasing a Transfer Franchise, you may agree with the predecessor franchisee to reduce or eliminate this 45-day period and/or your right to reject some or all RAs.

The second way to purchase RAs is to sell Products to a customer whose RA the predecessor franchisee offers to you without first properly rejecting it as described above.

So, at the end of the 45-day period, you will have notified Snap-on of and agreed to purchase every RA you do not reject in writing, as well as every RA assigned to a customer to whom you make a sale without first giving notice of rejection.

For a Transfer Franchise, the RAs that you purchase and the RA Acquisition amount is decided between you and the predecessor franchisee. The 45-day period described above will usually not apply to a Transfer Franchise because you and the predecessor franchisee will have verified the accuracy of the RA prior to the transfer. If Snap-on Credit provides financing for your RA Acquisition, Snap-on Credit may ask you to certify that you have conducted due diligence and confirmed the accuracy of the RA you are purchasing.

Purchase Price. The purchase price for the RAs you purchase is $75 \%$ of the balance due of each RA sold unless you and the predecessor franchisee agree to a different amount. This discount from the balance due is intended to compensate the purchaser for collecting the RAs and assuming the bad debt risk on the RAs.

See Item 10 for a description of available financing of RA Acquisition and RA Development under the RA Financing Program with Snap-on and the RA Loan Program with Snap-on Credit.

8 Other Equipment, Fixtures and Expenses. This item covers miscellaneous expense items and optional items you choose to purchase to assist you in the operation of your franchise.

9 Computer Software License Fee. This is a one-time license fee that you pay us for the initial installation of the proprietary software necessary to operate your store.

10 Documentation Fee with Snap-on Franchise Finance Loan. A one-time documentation fee is required by Snap-on Credit at the time loan documents are signed. It is $\$ 250$, but if you are an existing franchisee purchasing an additional franchise, it will be $\$ 100$.

11 Minimum Down Payment with Franchise Finance Program. If you take part in the Franchise Finance Program, you must make a minimum down payment of $\$ 21,500$, although Snap-on Credit may require a higher down payment or reduce the down payment. As used in this disclosure document, down payment shall represent funds deposited into the operation of the business for which your business assets are not used as collateral.

If you obtain financing from a lender other than Snap-on Credit, that lender will determine the amount of any required down payment. Unless a Small Business Administration ("SBA") loan guarantee is involved, Snap-on will require that the lender subordinate its security interest in your business assets to the security interest of Snap-on in those business assets in a minimum amount of $\$ 45,000$ to secure the credit line that we make available to you to purchase Products from us. If an SBA guaranteed loan is involved, you will be required to sign the SBA Addendum (see Mandated SBA Addendum to Franchise Agreement, Appendix I.1.C.5).

12 Additional Funds - Three Months. This item estimates initial start-up expenses for your first three months of operation. This item includes expenses for accounting service, legal entity incorporation or organization, fuel, telephone and other communications, van maintenance, van lease payments, required insurance (other than van insurance), monthly license fee, monthly software maintenance fee, sales materials (see Item 11 under Advertising for a description), bank and credit card service charges and certain miscellaneous expenses.

The estimate of Additional Funds does not include any draw or salary for you or any employee salary or other expenses applicable to your employees, such as workers compensation, unemployment and employer's contribution to social security tax. In the case of an Additional Franchise or when hiring any employee(s) for your franchise, it is important that you carefully budget these expenses based on the employment arrangement you agree on with your employee(s). These figures are estimates; we cannot guarantee that you will not have additional expenses starting the business. Your costs will depend on factors such as: your management
skills, experience and business acumen; local economic conditions; the local market for your Products and services; competition and the sales level reached during the initial period.

Estimated Total Initial Franchise Expense. There will be a period of time after you sign the Franchise Agreement and before you begin operations when you will not be earning any income. There also will be a period of time after you begin operations when your cash flow may be insufficient to permit you to draw a salary. You should have sufficient funds to permit you to cover living expenses during these periods. In your financial planning you should take into account your personal living expenses during these periods of no income or low cash flow.

Except as otherwise specifically provided in the notes above, all payments are non-refundable.
You should not buy or lease a van, borrow money, make a change in employment status or make any other commitments until after you and Snap-on have signed the Franchise Agreement and you have obtained a financing commitment (if necessary).

## End of Notes

Except where otherwise indicated, all costs and expenditures mentioned in this disclosure document are estimates only, and subject to variances based on location, size and age of the van, inflation and other general economic conditions. The figures given represent the best estimates known to us for these costs. Questions concerning whether to finance your initial investment through Snap-on Credit or another third-party lender, or otherwise, are decisions you must make relying on whatever advice you choose to consider, but we urge you to seek expert financial and legal advice.

## ITEM 8 <br> RESTRICTIONS ON SOURCES OF PRODUCTS AND SERVICES

"Products" include two different groups of merchandise:

1. tools, equipment and software manufactured by or for Snap-on and distributed by Snap-on to franchisees and Independents; and
2. tools, equipment and software distributed (but not manufactured by or for Snap-on) to franchisees and Independents.

Products manufactured by or for us are only available from us. Products distributed (but not manufactured by or for Snap-on) may be obtained from other distributors as well as from us.

Unless you are purchasing a Renewal Franchise or a Transfer Franchise, you must purchase your initial inventory of Products, which we pre-select, from us. We pre-select your initial inventory so that you have a balanced inventory to start your franchise. If you are purchasing the assets of a current Snap-on franchisee as a Transfer Franchise, you may purchase all or part of your initial inventory from that franchisee. In such a case, if you purchase less than the amount of inventory required under the Snap-on Program, you must purchase the difference from us.

In order to emphasize the Snap-on brand, you will not sell items of merchandise which are directly competitive with the Products that are manufactured by or for us, except items of merchandise that you have taken as a trade-in. You can sell these trade-ins to customers at stops on your List of Calls. Also, you will not sell items that are inappropriate or inconsistent with a business selling tools, equipment, and software.

We are the only source for software that you must use on your computer to access the Snap-on Program (See Item 11). We derive revenue from this software.

You must purchase or lease your van in accordance with specifications contained in the Snap-on Program. If you qualify for, and choose to use, the Franchise Finance Program, Snap-on Credit may require that you lease a Program Van from an approved source. You will be required to have proper decals on your van. Snap-on Credit receives revenue for vans leased through them, but not from purchases or leases when Snap-on Credit is not involved (See Item 10).

You must purchase insurance meeting the specifications provided in the Franchise Agreement, as supplemented and changed from time to time in the Brand Handbook, from an approved insurance company. Approval of the insurance company will not be unreasonably withheld. The minimum criteria for approval is an insurance company rated "A" or better by Best Insurance Reports. Certain insurance may be purchased through Snap-on SecureCorp. Snap-on SecureCorp derives revenue from insurance purchased through them, but not from insurance purchased through an approved insurance company.

If you purchase business aid items bearing Snap-on trademarks, such as jackets, $t$-shirts, hats, mugs, pens and the like ("BA items") as well as any Snap-on branded clothing you wear when making sales calls, you must purchase these items directly from suppliers which we approve. We license the suppliers of promotional and clothing items to use the trademarks as part of our licensing program. We make these promotional items available for purchase by the general public and by Snap-on franchisees. We will derive revenue from purchases by franchisees of these promotional items bearing the Snap-on marks, whether purchased directly from Snap-on, its affiliates or through thirdparty suppliers.

You are not required to advertise, but if you elect to do so, print advertising and promotional materials may be purchased from any source, but must comply with brand guidelines that define how to use the Snap-on trademarks. We publish the brand standards in the Brand Handbook. Advertising materials may only be used to advertise to customers and potential customers at stops on your List of Calls. We do not derive revenue from advertising or promotional materials not purchased from us.

While you are not required to accept credit cards from your customers, and if you do, you are not required to use any particular credit card processing device or company to process your credit card transactions, we have an arrangement with Verifone and Paymentech. Verifone is the exclusive provider of credit card processing devices that can be used with the software you will use on your computer. Paymentech is the exclusive credit card processor that can be used through the software you will use on your computer. If you elect to use Paymentech, we will receive revenue from them. We will not receive any revenue from Verifone.

In the fiscal year ending January 1, 2022, our revenue from the sale of Products to franchisees and Independents in the United States was $\$ 1,425,820,894$ or about $92.5 \%$ of our total revenue of $\$ 1,541,014,025$. In the fiscal year ending January 1, 2022, we also received $\$ 7,935,283$ in revenue as a result of purchases by franchisees and Independents, from designated third party suppliers of promotional items and licensed products; $\$ 2,945,141$ from software licensing and maintenance; and $\$ 2,613,411$ from fees paid to Snap-on by Paymentech. These figures are derived from our financial statements, work papers and other documentation.

Snap-on Credit derives revenue from payments made by franchisees and Independents for van leasing and other credit programs. Snap-on Credit's revenue (which includes, without limitation, the finance charge and fees collected by franchisees from their customers and remitted to Snap-on Credit under the Credit Programs) in the fiscal year ending January 1, 2022, was $\$ 305,250,905$. Snap-on SecureCorp derived revenue from insurance premiums in the fiscal year ending January 1, 2022, of $\$ 21,394,118$. In fiscal year ending January 1, 2022, Snap-on Equipment derived revenue from sales to franchisees of $\$ 551,965$.

We are unaware of the existence of any purchasing or distribution cooperatives.

We generally do not use approved suppliers. For a limited number of items, such as BA items, we approve specific suppliers and you are required to use those suppliers if you elect to purchase those items. Other than the arrangements described above, we do not negotiate purchase arrangements with suppliers for the benefit of franchisees, and we do not provide material benefits to franchisees for using any approved supplier. Some of our officers may own nominal interests in certain publicly traded suppliers.

Substantially all of your purchases and leases of goods and services in establishing and operating your franchise will be Products (other than trade-ins and purchases from approved suppliers, as noted above, and goods and services you use in operating and maintaining your van). You should expect your purchases and leases of required goods or services to exceed $95 \%$ of all of your purchases and leases in establishing and operating your franchise.

## ITEM 9

FRANCHISEE'S OBLIGATIONS
This table lists your principal obligations under the franchise and other agreements. It will help you find more detailed information about your obligations in these agreements and in other items of this disclosure document.

| Obligation | Section in Agreement | Disclosure Document Item |
| :---: | :---: | :---: |
| a. Site selection and acquisition/lease | None [but see "Van Lease/Van Leasing Requirements" at Item y., and "List of Calls" at Item cc., below] |  |
| b. Pre-opening purchases/leases | Sections 4 and 8 of Franchise Agreement <br> Section 4 of Snap-on Tools Software License, Maintenance and Development Agreement <br> Vehicle Lease Agreement | Items 5, 6, 7, 8, 10 and 11 |
| c. Site development and other pre-opening requirements | Sections 7 and 10.A of Franchise Agreement | Items 5, 6, 7 and 8 |
| d. Initial and ongoing training | Section 7.C of Franchise Agreement <br> Addendum to Snap-on Tools Franchise Agreement (Renewal Franchise) <br> Addendum to Snap-on Tools Franchise Agreement (Franchisee owned by Trust) | Item 7 and 11 |
| e. Opening | Sections 7.C of Franchise Agreement | Items 7, 8,11 and 17 |
| f. Fees | Sections $3,4,6,7,8,10,16,17,18,24,25$ and 30 of <br> Franchise Agreement <br> Addendum to the Snap-on Tools Franchise Agreement (Renewal Franchise) <br> Addendum to the Snap-on Tools Franchise Agreement (Transfer Franchise) <br> Addendum to the Snap-on Tools Franchise Agreement (Additional Franchise) <br> Addendum to the Snap-on Tools Franchise Agreement (Veterans Discount) <br> Sections 2, 7 and 9 of Loan and Security Agreement <br> Promissory Note <br> Sections 2, 5, 8, 11, 12, 13, 15 and 22 of Franchisee <br> Servicing Agreement <br> Pages 1 and 2 and Sections 2, 3, 4, 5, 9, 10, 12, 13, 14, <br> 19, 21, 22, 23, 24 and 28 of Vehicle Lease Agreement <br> Section 2 of Van Maintenance Agreement <br> Sections 4 and 11 of Snap-on Tools Software License, Maintenance and Development Agreement <br> Sections 4 and 13 of Franchisee Web Page Participation Agreement <br> RA Loan Addendum to Loan and Security Agreement RA Loan Promissory Note | Items 5, 6, 7, 10, 11 and 17 |
| g. Compliance with standards and policies / Brand Handbook | Sections 1, 3, 5, 6, 8, 10 and 12 of Franchise Agreement Section 8 of Franchisee Web Page Participation Agreement Sections 4 and 17 of Franchisee Servicing Agreement Addendum to the Franchisee Servicing Agreement (Franchisee Owned by Trust) | Items 1, 8, 10, 11, 12, 15 and 16 |


| Obligation | Section in Agreement | Disclosure Document Item |
| :---: | :---: | :---: |
| h. Trademarks and proprietary information | Sections 6, 8, 13, 15 and 21 of Franchise Agreement Snap-on Tools Software License, Maintenance and Development Agreement | Items 11, 13, 14, 15 and 17 |
| i. Restrictions on products / services offered | Sections 1 and 8 of Franchise Agreement | Items 8 and 16 |
| j. Warranty and customer service requirements | Sections 1 and 8 of Franchise Agreement | Items 12, 15 and 16 |
| k. Territorial development and sales quotas | Sections 1, 8.C and 20.B(6) of Franchise Agreement | Items 12, 16 and 17 |
| l. Ongoing product/service purchases | Sections 7, 8 and 11 of Franchise Agreement Section 5.b(iv) of Loan and Security Agreement Section 4 of Snap-on Tools Software License, Maintenance and Development Agreement | Items 5, 6, 7, 8, 10, 11, 15 and 16 |
| m. Maintenance, appearance and remodeling requirements | Sections 3, 6 and 8 of Franchise Agreement Section 3 of Loan and Security Agreement Section 9 of Vehicle Lease Agreement Van Maintenance Agreement Acceptance Certificate | Items 10, 11 and 17 |
| n. Insurance | Section 17 of Franchise Agreement Section 3.e of Loan and Security Agreement Section 10 of Vehicle Lease Agreement | Items 6, 7, 8, 10 and 11 |
| o. Advertising | Sections 11 and 13 of Franchise Agreement Section 5 of Franchisee Web Page Participation Agreement | Items 6, 8, 11 and 13 |
| p. Indemnification | Section 24 of Franchise Agreement [see also "Security <br> Interest" at item z., below] <br> Section 8 of Loan and Security Agreement <br> Section 14 of Vehicle Lease Agreement <br> Section 6 of Franchisee Servicing Agreement <br> Addendum to Franchisee Servicing Agreement (Franchisee Owned by Trust) <br> Section 9 of Snap-on Tools Software License, Maintenance and Development Agreement | Items 6 and 10 |
| q. Owner's participation / management / staffing | Section 8.B of Franchise Agreement <br> Addendum to Snap-on Tools Franchise Agreement <br> (Franchisee Owned by Trust) | Item 15 |
| r. Records and reports | Section 5 of RA Financing Agreement <br> Section 5.b(vi) of Loan and Security Agreement <br> Addendum to Loan and Security Agreement (Franchisee <br> Owned by Trust) <br> Section 9 of Franchisee Servicing Agreement <br> Addendum to Franchisee Servicing Agreement (Franchisee <br> Owned by Trust) | Items 8 and 11 |
| s. Inspections and audits | Section 3.c of Loan and Security Agreement <br> Section 9 of Franchisee Servicing Agreement <br> Section 8 of Vehicle Lease Agreement <br> Section 5 of Snap-on Tools Software License, Maintenance and Development Agreement <br> Section 5 of RA Financing Agreement | Item 11 |
| t. Transfer | Section 18 of Franchise Agreement <br> Addendum to Snap-on Tools Franchise Agreement <br> (Transfer Franchise) <br> Addendum to Snap-on Tools Franchise Agreement <br> (Franchisee Owned by Trust) <br> Sections 5.a(i) and 9.I of Loan and Security Agreement <br> Addendum to Loan and Security Agreement (Franchisee <br> Owned by Trust) <br> Section 9.a) of RA Financing Agreement <br> Section 18 of Franchisee Servicing Agreement <br> Addendum to Franchisee Servicing Agreement (Franchisee <br> Owned by Trust) <br> Section 17 of Vehicle Lease Agreement <br> Sections 2.2 and 14 of Snap-on Tools Software License, <br> Maintenance and Development Agreement <br> Section 13.2 of Franchisee Web Page Participation Agreement <br> Consent to Transfer Agreement | Item 17 |
| u. Renewal | Section 3 of Franchise Agreement <br> Addendum to Snap-on Tools Franchise Agreement <br> (Renewal Franchise) <br> Sections 2 and 21 of Vehicle Lease Agreement <br> Section 19 of Franchise Servicing Agreement | Item 17 |


| Obligation | Section in Agreement | Disclosure Document Item |
| :---: | :---: | :---: |
| v. Post-termination obligations | Sections 21 and 22 of Franchise Agreement Sections 3(i) and 7 of Loan and Security Agreement Section 22 of Franchisee Servicing Agreement Section 10.5 Snap-on Tools Software License, Maintenance and Development Agreement Sections 13, 15, 16, 21 and 24 of Vehicle Lease Agreement | Items 10 and 17 |
| w. Non-competition covenants | Sections 1, 8 and 22 of Franchise Agreement Addendum to Snap-on Tools Franchise Agreement (Franchisee Owned by Trust) | Items 12 and 17 |
| x. Dispute resolution | Section 25 of Franchise Agreement <br> Addendum to Snap-on Tools Franchise Agreement <br> (Franchisee Owned by Trust) <br> Sections 9a-e of Loan and Security Agreement <br> Addendum to Loan and Security Agreement (Franchisee <br> Owned by Trust) <br> Section 15 of Franchisee Servicing Agreement <br> Addendum to Franchisee Servicing Agreement (Franchisee <br> Owned by Trust) <br> Section 28 of Vehicle Lease Agreement <br> Section 5.i of Van Maintenance Agreement <br> Section 11 of Snap-on Tools Software License, <br> Maintenance and Development Agreement <br> Section 8 of Consent to Transfer Agreement | Items 10 and 17 |
| y. Van / Van Lease Requirements | Section 8.G of Franchise Agreement <br> Sections 2.d, 2.e and 5.b(v) of Loan and Security <br> Agreement <br> Vehicle Lease Agreement <br> Van Maintenance Agreement | Items 6, 7, 8 and 10 |
| z. Security Interest | Section 9 of Franchise Agreement <br> Addendum to Snap-on Tools Franchise Agreement (SBA <br> Guaranteed Loan) <br> Sections 3 and 5 of Loan and Security Agreement <br> Addendum to Loan and Security Agreement (Franchisee <br> Owned by Trust) <br> Section 13 of Franchisee Servicing Agreement <br> Addendum to Franchisee Servicing Agreement (Franchisee Owned by Trust) <br> Section 23 of Vehicle Lease Agreement <br> Section 7 of RA Financing Agreement | Item 10 |
| aa. Revolving Accounts | Section 10.A of Franchise Agreement <br> Sections 2 and 5.a(v) of Loan and Security Agreement <br> RA Financing Agreement <br> RA Loan Addendum to Loan and Security Agreement RA Note | Items 5, 6, 7 and 10 |
| bb. Computer and Computer Software | Section 8.H of Franchise Agreement <br> Snap-on Tools Software License, Maintenance and <br> Development Agreement <br> Section 3 of Franchisee Web Page Participation <br> Agreement <br> Section 5 of Franchisee Servicing Agreement | Items 5, 6, 7, 8 and 11 |
| cc. List of Calls | Section 1 of Franchise Agreement | Items 1, 12 and 16 |

## ITEM 10 <br> FINANCING

Snap-on Credit and Snap-on offer certain financing programs described below. If you choose to finance with Snap-on Credit and you meet all the requirements, Snap-on Credit may lend you funds to cover certain initial investment costs and expenses of your franchise. Snap-on Credit may also lend you funds to cover initial investment costs and expenses for an Additional Franchise to purchase additional inventory, finance your RAs or recapitalize your business. Snap-on Credit is owned by Snap-on Incorporated.

Franchise Finance Program

Through the Franchise Finance Program, Snap-on Credit offers a loan program to approved applicants to finance a substantial portion of your initial investment. While interest accrues from the inception of the loan, you will not have any scheduled payments during the first 90 days. Repayment of principal and interest is financed and amortized over a term of 10 years less 90 days. Snap-on Credit finances the following initial investment categories set forth in Item 7: initial license fee, initial inventory and Computer Software License Fee, and for a Transfer Franchise, RA Acquisition that is not subject to a post-closing investigation period. See Item 7 for a discussion of the amount of each of these investment categories. If you are borrowing funds to finance these initial investment costs for an Additional Franchise, you must pay off any pre-existing debt outstanding on your current franchise, other than any pre-existing liability to Snap-on Credit, prior to borrowing any funds under the Franchise Finance Program for the Additional Franchise. Snap-on Credit may, in its sole discretion, lend you additional funds to pay your pre-existing debt.

Down Payment. You must make a minimum down payment of \$21,500; however, Snap-on Credit may require a larger down payment or reduce the down payment. If you are (i) a current or former Snap-on or Snap-on affiliate employee (which does not include employees of a franchisee), (ii) a franchisee relocating your franchise, (iii) a current or former member of the United States Armed Forces, or (iv) a franchisee acquiring an Additional Franchise and have satisfactory credit, Snap-on Credit may waive all or part of this requirement. If you are purchasing a Transfer Franchise and are financing significant assets greater than the standard amounts, it is likely that Snap-on Credit will require a higher down payment.

Loan Documentation. If you participate in the Franchise Finance Program, you must enter into a Loan and Security Agreement with Snap-on Credit and sign a Promissory Note evidencing the loan. If you participate in the Franchise Finance Program to finance these initial investment costs for an Additional Franchise, you must enter into a separate Loan and Security Agreement and sign a Promissory Note evidencing that loan. The current form of Loan and Security Agreement is attached as Appendix I.3.A. If Franchisee is owned by a trust, you will also sign the Addendum attached as Appendix I.3.B. The current form of Promissory Note you will sign is attached as Appendix I.4. If you are a participant in the Franchise Finance Program at the time you are acquiring a Renewal Franchise and your Renewal Franchise will be in a different name than your existing franchise agreement, you must assign any outstanding Loan and Security Agreement and Promissory Note to the company acquiring the Renewal Franchise (see Appendix I.3.E).

Documentation Fee. You will be required to pay a documentation fee of $\$ 250$. If you are purchasing an Additional Franchise, your documentation fee will be $\$ 100$. This fee will be added to the first loan payment.

Interest. The Promissory Note(s) will bear interest at a fixed rate set at least seven days before you sign the Franchise Agreement and will not change during the term of the loan. The interest rate will be the then current yield to maturity of like-term United States Treasury Obligations published by the Wall Street Journal (the "Treasury Rate") plus an additional amount, between 5 and 8.5 percentage points, subject to a minimum interest rate charged a new franchisee of $7.60 \%$ and an additional franchisee of $6.90 \%$ and maximum interest rate, which is the maximum rate permitted by applicable law. As of January 13, 2022, the annual percentage rate of interest charged under the Franchise Finance Program was between $7.60 \%$ and $10.22 \%$ for a new franchisee and between $6.90 \%$ and $10.22 \%$ for an additional franchisee. Subject to the minimum and maximum interest rates specified above, the interest rate you will pay will be determined by the Treasury Rate at the time the loan is made and the additional amount you will be charged will be determined by your credit history.

Determination of Loan Amount and Borrowing. If you are approved by Snap-on Credit, the loan amount for which you will be approved will be an amount equal to the initial license fee; initial inventory (provided the initial inventory amount does not substantially exceed the estimated initial inventory amount reflected in Item 7) and the Computer Software License Fee, and for a Transfer Franchise, RA Acquisition that is not subject to a post-closing investigation period, less the required down
payment. This loan will typically not be approved unless the minimum Approved Loan Amount is at least $\$ 25,000$.

Term, Payment Requirements. You will not have any scheduled payments during the first 90 days after you sign the Loan and Security Agreement, although interest will accrue from the inception of the loan. On the first Monday after the $90^{\text {th }}$ day of the term of your loan you will make your first weekly installment payment of principal and interest. The amount of each installment payment will be sufficient to pay your loan over 10 years less 90 days or such lesser term as specified in your credit approval and loan documents. You will be required to make level payments of principal and interest over the applicable term of the loan, but you will be required to pay any remaining balance, accrued but unpaid interest, or any other amounts due under this loan with the last installment.

Prepayment. You may prepay your loan in full or in part without penalty at any time. Prepayments will be applied first to any accrued but unpaid fees or interest and the remainder, if any, will be applied to reduce principal in inverse order to maturity and will not relieve you from continuing to make the same weekly payments until the Promissory Note is fully paid.

Termination of your Franchise Agreement automatically makes the loan immediately due and payable in full without notice. In addition, the loan may become immediately due and payable if you do not make timely payments according to the Loan and Security Agreement or any agreements related to the Loan and Security Agreement, including a van lease with Snap-on Credit or a third-party lessor. The loan may also become immediately due and payable if you otherwise default under these agreements and do not cure the default within the time permitted for cure. Defaults include misrepresentations and failures to act in accordance with the terms of these agreements, such as failure to maintain the collateral in a secure and good condition (see the Loan and Security Agreement, $\S 6$ and §7). If the loan becomes due and payable in full, you must pay the balance due on the loan, including any missed payments or amounts due in arrears, plus the expense of retaking possession of and removing or collecting, protecting and selling the collateral, court costs and reasonable attorneys' fees. Upon default, interest will accrue at the stated rate plus four percentage points unless otherwise limited by applicable law.

## Snap-on RA Financing Program

Unless you are purchasing a Transfer Franchise or a Renewal Franchise, we provide you with a credit line ("RA Line of Credit") up to the amount of $\$ 85,000$ (the "credit cap") to fund the acquisition of RAs from a predecessor franchisee ("RA Acquisition") and develop additional RAs ("RA Development"). If your RA Acquisition exceeds $\$ 85,000$, the credit cap will be increased to equal the amount of the RA Acquisition. The RA Line of Credit also allows you to pay for the cost of the Products you sell your customers as RA sales, which is RA Development (See Item 7 for a discussion of RA). Your available credit under the credit cap will be increased by the amount of any RA Acquisition you later reject up to the amount of the credit cap. You will be able to finance your RA Acquisition and RA Development under the RA Line of Credit for a period of time not to exceed 6 months. You will be able to obtain credit weekly against this credit cap in an amount equal to $75 \%$ of the difference between the amount you sell to customers on RA, and the amount of RA you collect from them in that week. If you collect more from your RAs than you sell on RAs in any week, you will be charged back $75 \%$ of that amount, and your available credit under the credit cap will be increased by the amount of the charge. We also process adjustments to reflect changes in your total RA balance, such as to reflect RA accounts written off to bad debts. In the case of an RA account written off, $75 \%$ of the RA account balance being written off will be charged to you and the available credit under the credit cap will be increased by the amount of the charge.

You can participate in the RA Financing Program as long as you: (1) are not borrowing funds; (2) are not borrowing funds from a lender, other than Snap-on Credit, who requires a pledge of your business assets; or (3) in the case of an SBA Guaranteed loan, a pledge of your RA. If you participate in the RA Financing Program, you must sign the RA Financing Agreement (attached as Appendix I.6.A.1).

No fees or interest will be accrued or charged under this Program.
If you are purchasing a Transfer Franchise and your RA Acquisition financed through your Franchise Finance Program Loan is less than $\$ 85,000$, the RA Line of Credit may be used for RA Development and RA Acquisition not financed through your Franchise Finance Program Loan. The credit cap will be decreased to equal $\$ 85,000$ less the amount of your RA Acquisition financed. Snap-on will not offer a RA Line of Credit to you if the financed portion of your RA Acquisition is $\$ 85,000$ or more.

You must repay the amount borrowed under the RA Line of Credit six months after you start the program. Provided you qualify and the amount due is at least $\$ 10,000$, Snap-on Credit may agree to finance this amount due through the RA Loan Program up to the maximum amount of $75 \%$ of the balance due on your RA accounts that have been active during the last 45 days. If the amount due is less than $\$ 10,000$, your Snap-on weekly invoice will be charged the full amount due.

If you are not participating in the RA Financing Program, you will want funds in the amount of \$85,000 for RA Development.

This RA Line of Credit for franchisees is not currently available for a Renewal Franchise but may be offered in the future.

## RA Loan Program

If you apply and are approved by Snap-on Credit to participate in the RA Loan Program, you must sign an RA Loan Addendum (which makes this loan subject to the terms and conditions of the Loan and Security Agreement described under the Franchise Finance Program) and RA Loan Promissory Note ("RA Note") for the balance due under the Snap-on RA Financing Program. This loan will be amortized over a period of time not to exceed the time remaining on the term of your existing Promissory Note (not including any renewals) or, if you do not have a Promissory Note, the time remaining on the term of your Franchise Agreement (also not including any renewals). You may request that the loan be amortized over a longer period than the remaining term of your existing Promissory Note, and subject to Snap-on Credit's approval, a longer term may be granted up to the maximum term remaining on your Franchise Agreement. Under the RA Note, you will be required to repay the amount borrowed in equal weekly installments. If the term of your existing Promissory Note is 10 years, then the term of the RA Note will equal 10 years less 6 months. The RA Note will permit and require prepayment as described under the Franchise Finance Program. You will be required to pay a documentation fee of $\$ 100$ at the time you sign your loan documents.

The rate of interest for this program will be the rate being offered to new franchisees entering the Franchise Finance Program at the time you enter into the RA Note and will not change during the term of the loan. The minimum interest rate for a new franchisee is $7.60 \%$, an Additional Franchisee is $6.90 \%$, and the maximum interest rate is the maximum rate permitted by applicable law. As of January 13,2022 , the rate was between $7.60 \%$ and $10.22 \%$ for new franchisees and between $6.90 \%$ and $10.22 \%$ for Additional Franchisees. Prior to entering into the RA Loan no interest or fees of any kind will be accrued or charged under the RA Financing Program with Snap-on described above.

## Assignment of Financing by Snap-on Credit

Snap-on Credit may assign the Promissory Note and Loan and Security Agreement and any Addendum and additional Promissory Note to a bank, or other third party. Upon assignment, the third party may become a holder in due course, and claims by you against Snap-on Credit could not be set off against the holder of the Promissory Note. Snap-on Credit may service the loan and receive servicing fees for these services if it assigns the loan to a third-party (see Loan and Security Agreement, Appendix I.3.A; Promissory Note, Appendix I.4).

In order to enforce Snap-on Credit's (or its assigns') ability to collect on the borrowed funds if you
default, you agree under the Loan and Security Agreement to waive any right under any law that would restrict or limit the right or ability of Snap-on Credit (or its assigns) to obtain payment (Loan and Security Agreement, §9).

## Van Requirements and Van Leasing

Van Requirements under the Franchise Finance Program. Under the Franchise Finance Program, you must lease a Program Van (which may be new or used and differ as to the type of van) from Snapon Credit. As of the date of this disclosure document we estimate that the cost of a fully equipped new Program Van will be between $\$ 143,000$ and $\$ 155,000$. Snap-on Credit leases vans through the Snap-on Credit Van Lease Program (described below) under a Vehicle Lease Agreement (a sample copy of which is attached as Appendix I.7). If you are accepting assignment of an existing lease, you will also sign a Vehicle Lease Assumption Agreement (a sample copy of which is attached as Appendix I.7.B.).

Snap-on Credit will waive the requirement that you lease a Program Van from a designated source if you acquire a van free and clear (that is, with no ongoing payment obligations like a lease or loan payment). Snap-on Credit may also waive this requirement if Snap-on Credit provides you with financing to purchase your franchise from a current franchisee. In all cases, you must acquire a van which meets the requirements and specifications of the Snap-on Program, and you must meet all other requirements of the Franchise Finance Program, including age and other limitations on the van.

Lessor other than Snap-on Credit. If you do not participate in the Franchise Finance Program and you lease from a source other than Snap-on Credit, you will negotiate the terms of your lease directly with the third party van leasing company.

Snap-on Credit Van Lease Program. The van lease typically requires that you pay the first month's lease payment in advance. There is no security deposit.

Your weekly or monthly expense for the van is determined by the cost of the van, the lease rate of interest at the time the van is leased, your credit and the residual purchase price (the purchase price for the van at the end of the lease term).

Unless you are accepting assignment of an existing lease, the lease rate of interest is fixed at least 7 days prior to signing your lease. For a 72 -month van lease, the lease rate will be equal to the yield on comparable term U.S. Treasury Notes as published by the Wall Street Journal at the time the lease rate is fixed plus an additional amount of $5 \%$ to $8.5 \%$, subject to a minimum lease rate for a new franchisee of $7.60 \%$ and an Additional Franchisee of $6.90 \%$ and the maximum lease rate permitted by applicable law. As of January 13, 2022, the annual lease rate was between $7.60 \%$ (minimum lease rate) and $10.10 \%$ (the yield on a 72 -month T-note of $1.6 \%$ plus $8.5 \%$ ) for a new franchisee and between $6.9 \%$ (minimum lease rate) and $10.10 \%$ (the yield on a 72 -month T-note of $1.6 \%$ plus $8.5 \%$ ) for an Additional Franchisee.

For a van with a cost of $\$ 143,000$, as of January 13, 2022, the estimated weekly and monthly cost, using a lease rate of $7.60 \%$ is $\$ 536$ per week ( $\$ 2,322$ per month), and using a lease rate of $10.10 \%$ is $\$ 579$ per week ( $\$ 2,511$ per month). For a van with a cost of $\$ 155,000$, as of January 13,2022 , the estimated weekly and monthly cost, using a lease rate of $7.60 \%$ is $\$ 581$ per week ( $\$ 2,517$ per month), and using a lease rate of $10.10 \%$ is $\$ 628$ per week ( $\$ 2,722$ per month). This estimated lease payment does not include the van delivery charge, documentation fee, sales tax, van insurance, title fee and license fee you will be required to pay. See Items 6 and 7 for a further discussion of these charges.

It is possible that you may acquire a used van which has a higher monthly payment, which we estimate will not exceed an additional $\$ 50.00$ per month in excess of the monthly lease payment for a new van, but the total payments you make during the lease term should be less than the total payments during the lease term for a new van. If the van you choose was previously leased by another franchisee, you
may be required to assume the obligations of the existing lease, in which case the terms of the lease may vary from those described above. The exact cost of your lease payment will depend on the cost of the van, any required down payment, the residual, the lease term available for that van and the lease rate in effect at the time you sign your van lease. Rates will be fixed at least 7 days before you sign your lease. This lease payment is paid weekly in advance of the payment due date specified in the lease.

Vans leased from Snap-on Credit may be financed through various sources, including in some cases, a lease of the van from a bank or other lender by Snap-on Credit and a sublease to you. A vehicle lease agreement or other financing agreement between a bank or other lender and Snap-on Credit may include a pledge of security or subleasing arrangement. Your specific van lease may include a subordination of certain rights to Snap-on Credit's existing financing agreement for the van and the option of an identified lender or lessor to redirect your payments from Snap-on Credit to such thirdparty lender or lessor. Regardless of such arrangement, so long as you are not in default of your lease, you will, enjoy the rights of quiet enjoyment under your lease, subject to you remaining in compliance under your Franchise Agreement and all other agreements with Snap-on or Snap-on Credit.

At the end of the lease, you will have an option to purchase the van as follows: (i) if it is a new van, the residual or price at which you can purchase your van will be equal to $10 \%$ of the original cost of the van; (ii) if it is a used van, the residual will be a) $10 \%$ of the capital value of the van at the time you enter into the lease, b) $10 \%$ of the original cost of the van, or c) $\$ 1.00$. The higher the residual, the lower your monthly payments. While Snap-on Credit prefers the $\$ 1.00$ residual for a used van, it determines the actual residual with a goal of keeping the monthly lease payment no greater than $\$ 50.00$ more than the monthly lease payment for a new van.

If you do not elect to purchase the van, you must return it at your cost to a location designated by Snap-on Credit in the same condition it was delivered to you, reasonable wear and tear excepted, otherwise you will be required to pay for the cost of refurbishing the van.

You may be permitted to terminate your lease early. If you do, you must pay all invoiced and outstanding amounts due plus one month's lease payment and return the van to Snap-on Credit. If you elect to purchase the van during the term of the lease, you will also have to pay the discounted value of the remaining lease payments, plus the purchase option (calculated at the lease rate). If your lease allows you to terminate and return the van at any time during the term of the lease, you will have to pay for the cost of refurbishing and the cost of returning the van to a destination designated by Snap-on Credit.

If your Franchise Agreement terminates, provided you do not become a franchisee in another List of Calls and return the van, you will be responsible for all outstanding amounts due, including weekly payments through the end of the month of termination, a termination fee equal to one month's lease payment and the cost of refurbishing the vehicle and you are responsible for the cost of returning the van to a destination designated by Snap-on Credit. You are also required to give written notice to Snap-on Credit 14 days prior to terminating your lease. Default under your lease may lead to default of your Franchise Agreement and your Franchise Finance Loans, if any. Snap-on Credit or any other lessor may assign the lease without notice to you (Vehicle Lease Agreement, Appendix I.7, §17). Upon assignment the assignee may have rights that prevent you from setting off claims you may have against Snap-on Credit.

You are required to assist Snap-on Credit in completing the titling and registration of your van.
Non-Program Used Vans. If you are purchasing a Transfer Franchise or Additional Franchise by purchasing assets from an existing franchisee and the agreement you reach with the selling franchisee includes the van used by that franchisee in the franchise business, you may purchase or lease that van with our approval of the type and condition of the van. Some of our franchisees currently use a -
non-program van and this fact alone will not disqualify the van for use in your business. We will not unreasonably withhold our approval of the van. If you elect to lease the approved non-program van, and meet the requirements of Snap-on Credit, you may lease such a van from Snap-on Credit. Subject to Snap-on Credit's approval, you may be able to assume an existing Snap-on Credit Van Lease from the franchisee you are purchasing assets for a Transfer Franchise or Additional Franchise. Snap-on Credit may limit the type of van it may lease or discontinue leasing non-program used vans. You will be required to pay up to $20 \%$ down and will be required to pay a security deposit equal to one month's lease payment. The available lease term will be based on the cost and the age of the vehicle. The estimated van lease payment for a used 16 ' van is $\$ 254$ per week ( $\$ 1,100$ per month) to $\$ 259$ per week ( $\$ 1,124$ per month) based on a 36 -month lease term for a lease amount of $\$ 35,000$ (lease amount means the cost of the van minus the down payment); $\$ 255$ per week ( $\$ 1,107$ per month) to $\$ 263$ per week ( $\$ 1,139$ per month) based on a 48 -month lease term for a lease amount of $\$ 45,000$. These estimated van lease payments are calculated based on the lease rate effective January 13, 2022, and do not include the van delivery charge, documentation fee, sales tax, van insurance and license fees you will be required to pay. See Items 6 and 7 for a further discussion of these charges. It is possible for you to lease a used van for a 60-month term in rare circumstances for more expensive vans. The exact cost of your lease payment will depend on the cost of the van, the required down payment, the lease term available for that van and the applicable lease rate. This lease payment is paid weekly in advance (that is, prior to the month covered by the payment). You will have an option to purchase the van at the end of the lease term for $\$ 1.00$.

You may be permitted to terminate your lease early. If you do, you must pay all invoiced and outstanding amounts due and either return the van to Snap-on Credit or purchase the van. If your lease allows you to return the van, in addition to paying off your lease obligations, you will also be responsible for a termination fee in the amount of one month's lease payment, the cost to return the van and the cost to refurbish the van. If you elect to purchase the van, in addition to paying your lease obligations, you will also be responsible for paying the lease purchase option. You will not otherwise be permitted to terminate this lease before expiration for any reason. If you terminate your franchise or cease operating your additional van, your lease obligation will continue and you must make all payments as scheduled under the lease (unless you choose to terminate as previously set forth). Default under your lease may lead to default of your Franchise Agreement(s) and your Franchise Finance Loan, if any. Snap-on Credit or other lessor may assign the lease without notice to you (Vehicle Lease Agreement, Appendix I.7, §17). Upon assignment, the assignee may have rights which may not be set off by any claims you may have against Snap-on Credit or a third-party leasing source.

Unless you are accepting assignment of an existing lease, the lease rate of interest is fixed at least 7 days prior to signing the lease. The lease rate will be equal to the yield on comparable term of U.S. Treasury Notes published by the Wall Street Journal plus an additional amount between $7 \%$ and $8.5 \%$, subject to the maximum rate permitted by applicable law. As of January 13, 2022, the lease rate that would be charged for the 36 -month lease described above would be $8.2 \%$ (the yield on a 36 -month Treasury Note as of January 13, 2022, of $1.2 \%$ plus $7 \%$ ) to $9.7 \%$ (the yield on the 36 -month Treasury Note as of January 13,2022 , of $1.2 \%$ plus $8.5 \%$ ) and the lease rate that would be charged for the $48-$ month lease described above would be $8.4 \%$ (the yield on a 48 -month Treasury Note as of January 13, 2022, of $1.4 \%$ plus $7 \%$ ) to $9.9 \%$ (the yield on a 48 -month Treasury Note as of January 13, 2022, of $1.4 \%$ plus $8.5 \%$ ).

Maintenance Fee. You will be responsible to maintain your leased van in good condition. You are required to participate in the van maintenance program and you will pay an additional $\$ 75$ per week (\$325 per month) van maintenance fee. Snap-on Credit may, in its reasonable discretion, waive the requirement that you participate in the van maintenance program based on your equity and/or experience and type of van being leased. Maintenance fee payments are used as a fund from which certain of your maintenance obligations can be paid. While this fee amount will not cover all of your maintenance needs, in most cases it will cover a majority of routine maintenance expenses. Snap-on Credit currently pays up to $\$ 10.00$ per participating franchisee per month to the administrator of the van maintenance program, but this amount is subject to change at any time. On the effective date of
this disclosure document, the van maintenance program is administered by an unrelated third party, but Snap-on, Snap-on Credit or one of their affiliates may, in the future, administer the van maintenance program and in such event payments would be made to them. In the event you terminate your van lease earlier than the scheduled termination date, or do not elect to exercise any purchase option at the scheduled termination date, you will forfeit any balance in the maintenance fund.

Third-Party Agreements and Payment of Lease and Maintenance Fees. You must enter into separate agreements with Snap-on Credit or third parties containing the terms and conditions of the van lease and the requirements of the van maintenance program. Under the Franchise Finance Program, payment is made through weekly direct debits in an amount sufficient to cover the van lease, van maintenance fee payments and Promissory Note payments. Snap-on Credit will apply funds you pay in any month first to pay the van lease, if included in the direct debit amount, and next to pay the holder of the Promissory Note. If your monthly lease payment is not included in the weekly direct debit, you will be responsible to make your van lease payments directly to the third party van leasing company. This debited amount will be paid to Snap-on Credit in advance or in arrears, as the case may be, of each month's lease and van maintenance fee payment due date. You must also pay any shortages or extra charges provided under your van lease and any maintenance expenses not covered by the van maintenance fee payments.

## Alternative Financing through Outside Lender

As an alternative to financing your initial investment through Snap-on Credit, you may elect financing through an outside lender. Please note that Snap-on participates in SBA's Franchise Registry Program, which is intended to expedite the SBA Loan processing.

## Credit Programs

Snap-on Credit, at its option and in its sole discretion, makes Credit Programs available to you to finance certain sales to your customers. The primary program, as of the date of this disclosure document, is the Extended Credit Program. You are not required to participate in any Credit Programs, including the Extended Credit Program, but if you elect to do so, you will be required to abide by all of the terms of the applicable Credit Program. Snap-on Credit may amend, terminate or supplement any or all of the Credit Programs at any time.

Under the Extended Credit Program, you receive credit for Products sold immediately after the sale rather than waiting for your customer to pay for the Product over time. Under certain other programs that you may elect to participate in, Snap-on may make direct sales to customers on your List of Calls on a subscription basis and you will receive credits as your customers make subscription payments.

Extended Credit Program. If you elect to participate in the Extended Credit Program, you agree to collect on these accounts and timely remit the collections to Snap-on Credit, assist in repossessions, repurchase certain repossessed Products and other merchandise and participate in losses as well as to adhere to the requirements for use of electronic commerce in accordance with the terms of the Franchisee Servicing Agreement between you and Snap-on Credit (the "Franchisee Servicing Agreement"). See Appendix I.2.A. If the entity that signs the Franchisee Servicing Agreement is owned by a trust, you will be asked to sign the Addendum, which may be found at Appendix I.2.B. It is important that you carefully review, become familiar with, and are comfortable with your obligations if you participate in the Extended Credit Program.

As a participant in the Extended Credit Program, you must set up the Snap-on Credit software interface and complete the Snap-on Credit Automated Remittance Agreement, a copy of which is attached as Appendix I.8. You will use the automated credit application submission process within the interface to send the application and receive approval to enter into a Credit Sale Contract, also referred to as an Extended Credit contract (an "EC Contract"), each time a customer at stops on your List of Calls, makes a purchase on credit under this program. You then assign the EC Contract to

Snap-on Credit with limited recourse to you for bad debts. Before entering into the EC Contract, we recommend you obtain pre-approval from Snap-on Credit. Certain states will require you to provide your customers with additional discourses. When Snap-on Credit does not provide approval, you may be able to assign certain unapproved EC Contracts subject to full recourse to you as provided in the Snap-on Credit Program Manual or related program terms. Reporting and updates to customer balances are obtained through the interface. Snap-on Credit provides you with the capability of writing electronic EC Contracts (paperless, with a hard copy provided to the customer). To use the electronic EC Contract program, you must use an apparatus that accepts electronic signatures.

Under the Franchisee Servicing Agreement, you agree to collect from customers on accounts that you have written and from customers with accounts which you did not write, but you now service. When you start your business, you will be assigned the accounts of customers that you did not write when those customers are located at locations on your List of Calls. It is an important part of the Snap-on Program that your customers receive regular service. For this reason, under the Franchisee Servicing Agreement, you agree to collect the payments from your customers and remit those payments to Snap-on Credit weekly. As in the case of RA sales, we believe that this weekly contact gives you a better opportunity to make additional sales to your customers. You must remit the monies collected to Snap-on Credit electronically by use of the interface to authorize Snap-on Credit to direct debit your business checking account weekly for the amount of funds collected. Because you elected to participate in the EC Program, because you regularly are servicing your customers, and because the benefits of the Credit Programs made available to you factor in your assistance, you do not receive direct compensation from Snap-on Credit for the collection and remittance of payments under the Extended Credit Program.

When Snap-on Credit receives and accepts an EC Contract, Snap-on Credit will advise Snap-on to credit your Snap-on statement for the total net cash price of the sale less the applicable EC Reserve Requirement, which is held by Snap-on to help pay your share of bad debt losses and other obligations. The EC Reserve Requirement is determined by Snap-on Credit and will range between $0 \%$ and $15 \%$. The total held by Snap-on as a reserve will generally not exceed the Reserve Requirement percentage and in any event, should not exceed $15 \%$ of the total outstanding balance of EC Contracts you assign to Snap-on Credit, plus any others that you service but may not have written. In determining your EC Reserve Requirement, Snap-on Credit considers your EC Contract delinquency, credit quality and performance with respect to collection of EC Contracts and other serviced paper. It is possible that you will be given the opportunity to participate in a program in which you will use a portion of this EC reserve to pay for your cost of participating in such other program, which will decrease your EC reserve accordingly. Although not obligated to do so, Snap-on currently credits any excess of this reserve to you through a credit to your Snap-on statement four times a year.

Your share of bad debt losses will generally not exceed $25 \%$ of the outstanding balance due from the customer on your assigned EC Contracts, except that Snap-on Credit may charge you $100 \%$ of the unpaid final balance of any EC Contract if (i) Snap-on Credit determines the terms of your Agreement with Snap-on Credit were violated, including, but not limited to, fraudulent or other improper actions on your part (or your employee(s)' part), the failure to remit payments collected from the customer, the failure to notify Snap-on Credit of the repossession, return or trade of merchandise covered by an EC Contract, any misrepresentations to Snap-on or Snap-on Credit, or other relevant violations of your agreement with Snap-on Credit or (ii) the EC Contract is written and assigned to Snap-on Credit subject to a full recourse arrangement you agree to at the time of assignment.

Because control of delinquency and loss is so important to the success of this program, your participation in certain programs may be limited by Snap-on Credit if you fail to meet the delinquency, loss, and volume metrics established for you from time to time by Snap-on Credit. Also, certain aspects of the Credit Programs may be unavailable to you in your first year of business.

If you are a participant in the Credit Programs at the time you are acquiring a Renewal Franchise and your Renewal Franchise will be in a different name than your existing franchise agreement, you must
assign any outstanding obligations under the Franchisee Servicing Agreement to the company acquiring the Renewal Franchise (See Appendix I.3.E).

Snap-on Credit may assign all or any portion of its rights under the Franchisee Servicing Agreement, including any EC Contracts held under the Franchisee Servicing Agreement.

Repossessions. If you choose to participate in the Credit Programs, including the Extended Credit Program, you agree to assist Snap-on Credit in repossessions and to repurchase Products or other merchandise which you sold or leased or which is security for EC Contracts written by others and assigned to you to service and which Snap-on Credit later repossesses (with or without your assistance) after a customer default. Your repurchase price will generally be the fair market value as of the date of repossession of the Products or other merchandise under the applicable EC Contract. At the time Products or other merchandise are repossessed, Snap-on Credit will generally charge you $25 \%$ of the net bad debt loss on the contracts you originated covering such repossessed Products or merchandise under the Extended Credit Program, except Snap-on Credit may charge you 100\% of the net bad debt loss if (i) Snap-on Credit determines that improper actions on your part (or your employee(s)' part) are involved (as defined in the Franchise Servicing Agreement), including, but not limited to, the failure to remit payment collected from the customer, the failure to notify Snap-on Credit of the repossession or any misrepresentations to Snap-on or Snap-on Credit or (ii) the EC Contract is written and assigned to Snap-on Credit subject to a full recourse arrangement you agree to at the time of assignment. Sometimes your purchase of repossessed Products or other merchandise may cause you to have all of the rights and obligations of a secured party of the customer regarding the repossessed Products or other merchandise. This means you may have the duty to give the customer notices and repay the customer for any excess proceeds you realize on later resale of the Products or other merchandise. Since the terms of the Credit Programs made available to you factor in the value of your assistance in repossessions and your agreement to repurchase certain Products and other merchandise, you do not receive compensation from Snap-on Credit for performing these functions.

## Snap-on Open Accounts

You may enter into short-term credit sales contracts with businesses ("Open Accounts") on 30-day terms or 30-60-90 day terms and request that we accept assignment of them. We will charge you for the total unpaid amount of an Open Account if your customer fails to pay us within sixty (60) days of invoice on 30-day accounts or within 7 days of any installment date for 30-60-90 day accounts, but will credit you for any payments later made on these accounts. The Snap-on Program governs Open Accounts. The terms of these accounts may change during the term of your Franchise Agreement.

## General

Finance Program Changes. For all of the financing programs offered by Snap-on Credit or Snapon, the description above is effective as of the date of this disclosure document only, and Snap-on Credit or Snap-on may discontinue offering or revise or modify any program at any time. These modifications may include new and different credit programs with qualifications, credit availability and loss liability different from those now in effect (for example, Snap-on Credit may provide otherwise unavailable credit for customer purchases if you accept increased liability or additional recourse for the sale). These modifications may also include charges for certain programs as described in the Programs Manual.

Security Interest. For each of the finance programs described above, unless otherwise specified, Snap-on or Snap-on Credit, as the case may be, will secure your obligation by a first security interest in your business assets including all inventory, tools, parts, equipment, chattel paper, contract rights, accounts, business vehicles, reserve accounts and all replacements and proceeds.

Personal Guarantee. The principal owner or owners of a Franchisee, as well as all trustees (if entity
owning Franchisee is a trust), will be required to jointly and severally personally guarantee all obligations of the corporation, limited liability company or other legal entity under all finance programs described above.

Arbitration; Waiver. For each of the finance programs described above, all disputes under the applicable program documents are subject to arbitration (after mediation) and you agree to waive your right to a jury trial and in the case of the Snap-on Credit Van Lease Program, you waive any claims against Snap-on Credit arising out of the use or warranty of the van (Sections 6, 26 and 28 of the Vehicle Lease Agreement).

The Franchisee Servicing Agreement, the Vehicle Lease Agreement and the Loan and Security Agreement contain grounds for termination of those agreements and acceleration of your obligations, separate from grounds for termination of the franchise set forth in your Franchise Agreement. Termination of any of those agreements as a result of a default creates a default under your Franchise Agreement.

## ITEM 11

## FRANCHISOR'S ASSISTANCE, ADVERTISING, COMPUTER SYSTEMS AND TRAINING

## Except as listed below, we need not provide any assistance to you.

We agree in the Franchise Agreement to provide several services to you. It does not specify whether we must provide them before or after you begin to operate under your franchise.

Obligations We Will Perform Before You Open Under Your Franchise. We will perform the following obligations before you begin to operate under your franchise:

Sale of Products. We will make available an initial inventory of Products, which you may purchase at our suggested retail price, less any discounts in effect when we receive your orders. We can change the Products, suggested retail prices, and available franchisee discounts without notice (Franchise Agreement, §7.A.).

Technology Package. Except franchisees purchasing a Renewal Franchise, we provide you, without cost to you, with a technology package that includes your computer, loaded with applicable software, a printer and other hardware if needed to sell software (Franchise Agreement, §8.H.; Addendum to Snap-on Tools Franchise Agreement (Renewal Franchise).

Franchise Brand Handbook and Other Manuals. We will provide you with access to a Franchise Brand Handbook that contains mandatory and suggested specifications, standards and operating procedures. Any required specifications, standards or procedures are to protect the Snap-on brand and are not intended to control the day-to-day operation of your franchise business, which is your obligation. If you choose to participate in the Snap-on Credit Programs, you will also be provided a separate Snap-on Credit Program Manual on the required and suggested policies and procedures for the Snap-on Credit Programs. The Handbook and Manual will be provided in electronic format on a Snap-on sponsored intranet site known as the Franchisee Portal and will be licensed to you for the duration of your Franchise Agreement or in the case of the Snap-on Credit Program Manual, during the term of your Franchisee Servicing Agreement. You will be required to return or destroy and provide a certificate of destruction (at Snap-on's option) for all print copies and delete all electronic copies of the Franchise Brand Handbook in your possession when you cease operation as a franchisee (Franchise Agreement, §5), as well as any copies of the Snap-on Credit Program Manual (Franchisee Servicing Agreement, §17).

Training. We will conduct an initial training program for you or your Store Manager. A renewal franchisee will not receive this training (Franchise Agreement, §7.C.; Addendum to Snap-on Tools Franchise Agreement (Renewal Franchise)).

Time between Signing the Franchise Agreement and Opening of Your Franchise. Typically, the length of time between signing the Franchise Agreement and the beginning of operations ranges from two to ten weeks. You agree to this time period separately with us. Factors affecting the length of this period include obtaining financing, obtaining a van, equipping the van with any necessary fixtures and the initial inventory of Products, and completing our training program. Depending on whether you receive a fully merchandized van, you will be required to spend between 10 and 60 hours to inventory and if necessary, merchandise your van with the initial inventory.

Obligations to be met by us During the Operation of Your Franchise. We will provide the following services after you begin to operate under your franchise:

Sale of Products. We will make Products available to you for purchase at our suggested price, less any discounts in effect when we receive your orders. When we receive an order, we will use reasonable efforts to ship all Products you order promptly to you or to another recipient at your direction. All sales of Products will be made on our standard terms of sale which are in effect at the time of the sale. You must pay all amounts due us through such means as we may prescribe in the Snap-on Program. We currently require that you pay us by direct debit of your bank account. We may refuse to ship additional Products to you while amounts due are unpaid or if your purchases and other charges exceed your credit limit. Also, there may be production delays, shipment delays, or other reasons why, in spite of our reasonable efforts, we cannot deliver Products you order in a timely manner. We are not liable for any delays in shipment, or for failure to make any delivery of Products, because you did not pay invoices when due or exceeded your credit limit, or if we use reasonable efforts to deliver the Products (Franchise Agreement, § 7.A.).

Prices. On a regular basis, we provide you with updated suggested prices for the Products (Franchise Agreement, §8.F.).

General Assistance. As we deem appropriate, we will provide you with reasonable access to information regarding the Snap-on Program, together with suggested business forms and ideas for bookkeeping and operational methods, inventory control methods, Product knowledge, and sales and marketing techniques for the operation of a Snap-on franchise (Franchise Agreement, §7.B.).

Modifications of the Snap-on Program. We (and our subsidiaries and affiliates) may change or modify the Snap-on Program, including the adding or removing of Products, adopting and using new or modified Trademarks or deleting Trademarks or copyrighted materials, and modifying methods for selling Products (Franchise Agreement, §6.)

Advertising. We conduct advertising of Snap-on Products in trade magazines and other print media as well as online which are national in scope. This advertising is created both in-house and through national advertising agencies. Advertising may also be done through specialized program vans that are intended to help you sell tool storage, diagnostic units, equipment items, and/or other Products. We may also conduct certain other specialized or regional advertising promotions during the term of your Franchise Agreement, and we may make arrangements for certain promotions where suppliers to the automotive aftermarket will supply coupons or other discount certificates to customers on the List of Calls. If you participate, you will accept these coupons or certificates in accordance with the terms of the promotion (as we announce), and the sales you make under the promotion may be subject to a handling charge. Any handling charge will result in a reduced discount in your purchase price for these Products. We are not required to advertise in the area in which your List of Calls is located.

All advertising and promotional materials you use must comply with brand guidelines which we publish through the Brand Handbook and that tell you how to use the Snap-on trademarks. If you decide to advertise in print or electronically, promotional materials may be purchased from any source. These materials may only be used to advertise to customers and potential customers on your List of Calls. You are not allowed to create any advertising or promotional materials for Snap-on Credit financing.

While not required, it is recommended that you use sales materials and BA items to aid in your Snapon business. BA items are items such as jackets, $t$-shirts, hats, coffee mugs and similar items bearing the Snap-on trademark, which you use to help you sell Products and are not intended for separate resale. BA items are purchased from Snap-on licensed suppliers or Snap-on and are not returnable either to the licensed suppliers or Snap-on. It is up to you to determine whether and how much BA items you purchase. Certain Product promotions come packaged with BA items. If you purchase these promotions, the BA is included in the price and not returnable. Since you alone bear the financial risk for BA items, it is important that you make purchases carefully.

There is no advertising council of franchisees and we currently have no plan to form one. You are not required to participate in any advertising cooperative or any other advertising fund.

Computer System/Point of Sale System. We provide franchisees (other than Renewal Franchisees) at no additional cost to you, with a technology package, which currently includes a computer (currently, Dell), a Dell docking station, a printer, scan bay device (for updating diagnostic software on diagnostic scan units), and various components that enable you to run the proprietary software described below and which allows you to manage the day-to-day operation of your business. The exact content of the technology package may be changed from time to time in our reasonable discretion. The technology package with software allows you to place orders for Products with us, keep accurate pricing information, print customer receipts, prepare and submit Credit Sales contracts to Snap-on Credit, make payments to Snap-on Credit, process credit card transactions, keep track of amounts owed to you by your customers and generally do all of your recordkeeping through this system.

If you are purchasing a Renewal Franchise and your computer and other hardware components do not meet Snap-on's then-current requirements, you will be required to purchase the necessary computer and/or other hardware components at your cost and expense.

We reserve the right to require that you change your computer and other hardware components from time to time during the term of your Franchise Agreement at your cost and expense. While we currently estimate the cost of the technology package to be approximately $\$ 3,200$, at the time of a change, the cost may have increased.

You are required to have a separate computer and applicable software for each franchise you operate.
Snap-on Chrome Software Package. Before you begin operations, we will train you in using Snapon Chrome during your Franchise Store Management Training, and your List of Calls will be loaded into your computer at that time (See "Snap-on's Training Program" below). Once you begin operations, we suggest you keep your computer records up-to-date by entering all orders you place with us and all customer tool orders into the computer. This includes cash sales, subscription sales, Revolving Accounts, Extended Credit Contracts, and Open Accounts.

Provided you enter all stock orders, customer transactions and required adjustments properly, Snapon Chrome will also generate inventory and sales reports that you may use to prepare stock orders and which you and Snap-on will use to evaluate your business. Snap-on Chrome enables you to transmit and receive stock orders and other information via electronic transmission. Customer invoices can be printed and provided or emailed to the customer.

Most franchisees accept credit cards and use the credit card payment processor and devices that will communicate with Snap-on Chrome. As of the date of this disclosure document, that credit card payment processer is Paymentech, and the supplier of the credit card processing device is Verifone. The Verifone device is the only credit card processing device that will communicate with Snap-on Chrome. If you choose to use the credit card processing device provided by Verifone, they will ask you to sign the Franchisee Adoption Agreement attached as Appendix I.1.D, and Paymentech will be
your card payment processor. Paymentech will ask you to sign the Merchant Application and Agreement attached as Appendix I.1.E.

We have developed an interface with Snap-on Chrome, also known as the Business Management Portal ("BMP"), to allow you to view commonly used reports, access your weekly statement and pay your weekly statement by authorizing us to direct debit your business checking account for the amount you authorize each week. BMP is the only way to pay your weekly statement and you will need to login to set-up your account before you can start using BMP.

We also provide you with Chrome Express+, which is a web-based application that extends the point of sale functions to tablets and other devices, and you can use this with an internet connection and browser to prepare customer invoices or credit contracts off the van if you have a tablet or other device. This can be most helpful if you have an employee(s) assisting you with your business.

You initially pay a one-time Computer Software License Fee of $\$ 1,800$ plus applicable taxes (see Item 5) and a monthly maintenance and development fee of $\$ 80.00$, which may be changed by Snap-on during the term of your Franchise Agreement.

You are required to use various third-party software in order to use Snap-on Chrome. As of the effective date of this disclosure document, there is no charge for such use by the third-party vendors, although this may change during the term of your Franchise Agreement.

We may require through the Snap-on Program that you purchase and use additional or different software during the term of your Franchise Agreement.

We will have independent access to the information and data on your computer regarding customer data, Product inventory and sales information. You grant us a license to use this information for our business purposes (Software License, Maintenance and Development Agreement, §3.2).

Franchisee Web Page. We currently have a web site [franchisee name].snapontools.com, which we make available to our franchisees for Franchise Web Pages. This is currently made available to the franchisees without any cost to the franchisee; however, we may in the future impose a charge for this service and may terminate this support at any time. As long as we offer this support, you are required to participate and sign the Franchisee Web Page Participation Agreement attached as Appendix I.9. Under this Agreement, we may at any time substitute the web site with a different site or cease providing the support for this program.

E-mail Address. We also provide to every franchisee an email address under the snapon.com domain. The address format for the email address is usually firstname.lastname@snapon.com, and franchisees can access the web mail function at http://access.snapon.com using a username we assign to you and password you will create. Franchisees should check the Snap-on web email system regularly as we distribute important communications and notifications via email. You will need to have a reliable internet service to support this communication.

Other Electronic Communication. We make additional information available to you on the internet and you will need a reliable internet service to access this information. Because of the constant changes in electronic communication, we may also require during the term of your franchise that you subscribe or purchase, at your expense, certain computer equipment, software, web pages/sites, intranets or other services for communicating (with us, your customers and/or others), invoicing and/or other franchise operations. We may require that any and all communications with us be made through the internet or such other electronic medium as we designate. We are not liable for any damage to you, including lost profits, delayed orders or the like which are the result of any outage or delay related to electronic transmission of information, whether by the internet or otherwise, or as a result of your failure to access the information. The specifications for electronic communication may change during
the term of your Franchise Agreement. We cannot estimate future costs for such changes that may occur.

Brand Handbook. Snap-on currently makes the Franchise Brand Handbook available on the Franchisee Portal, which is an intranet site available to Snap-on franchisees. The table of contents of the Franchise Brand Handbook as of February 11, 2022, is set forth in Appendix L.1. As of February 11, 2022, the Franchise Brand Handbook has a total of 56 pages, plus appendices containing an additional 21 pages. We may revise the Franchise Brand Handbook or introduce other manuals at any time during the term of your Franchise Agreement and may do so electronically or by paper or a combination thereof (Franchise Agreement, §6).

Snap-on Credit Program Manual. Snap-on Credit currently makes the Snap-on Credit Program Manual available on the Franchisee Portal. The table of contents of the Snap-on Credit Programs Manual as of February 11, 2022, is set forth in Appendix L.2. As of February 11, 2022, the Snap-on Credit Program Manual has a total of 29 pages, plus appendices containing an additional 21 pages. Snap-on Credit may revise the Snap-on Credit Program Manual or introduce other manuals at any time during the term of your Franchisee Servicing Agreement and may do so electronically or by paper or a combination thereof (Franchisee Servicing Agreement, §17).

Snap-on's Training Programs. Before you begin the operation of your franchise, we provide you with Snap-on Franchise Store Management Training. You or in the case of an Additional Franchise your Franchise Store Manager must complete Snap-on Franchise Store Management Training. Snapon Franchise Store Management Training is not provided to you if you are purchasing a Renewal Franchise.

As of February 11, 2022, we provide the following Snap-on Franchise Store Management Training. The amounts of time allocated to each training component on the chart below are an estimate of the amount of time devoted to each component.

TRAINING PROGRAM

| Subject | Hours of Classroom Training ${ }^{1}$ | Hours of Field Training ${ }^{2}$ | Location ${ }^{3}$ |
| :---: | :---: | :---: | :---: |
| Initial Classroom Training includes: |  |  |  |
| Orientation on Being a Snap-on Franchisee | 4.5 |  | Grapevine, TX or online |
| Business Understanding | 5.4 |  | Grapevine, TX or online |
| Selling/Collection Skills | 13.25 |  | Grapevine, TX or online |
| Computer Training | 7.5 |  | Grapevine, TX or online |
| Introduction to Product Knowledge - Basics | 7 |  | Grapevine, TX or online |
| Credit Programs | 3.75 |  | Grapevine, TX or online |
| Product Knowledge - Hand Tools | 5.75 |  | Grapevine, TX or online |
| Product Knowledge - Tool Storage | 4 |  | Grapevine, TX or online |
| Product Knowledge - Power Tools | 2.1 |  | Grapevine, TX or online |
| Diagnostics/Equipment | 2.25 |  | Grapevine, TX or online |


| Subject | Hours of <br> Classroom <br> Training ${ }^{1}$ | Hours of Field <br> Training $^{2}$ | Location $^{3}$ |
| :--- | :--- | :--- | :--- |
| Review/Practice | 11 |  | Grapevine, TX or <br> online |
| In-Field Training Application of the Snap-on <br> Program ("Field initial training") |  | 135 hours (45 <br> hours per week) | In your Franchise <br> Route |
| Training Review (FSMT2) for Initial Franchise | 14 |  | Grapevine, TX or <br> online |

## Notes:

1 You may be assigned evening work during classroom training. A Franchise Training Manager is in charge of classroom training and will usually be assisted by Associate Franchise Training Managers, and Snap-on Credit trainers; others may include Business Managers, Sales Developers, Franchisee Developers, Diagnostic Sales Developers and other employees having experience that we determine makes them qualified to conduct training. We use training binders, handouts, Power Point slides, videos and point of sale software as our training materials. We also introduce you to the Brand Handbook. The number of years of experience with the Snap-on Program will vary by individual. The Franchise Training Managers have at least 5 years of experience with the Snap-on Program.

2 Field training will be conducted by Snap-on personnel, which may include a Franchisee Developer, Sales Developer, Diagnostic Sales Developer or Business Manager. All personnel conducting training have field experience with the Snap-on Program and franchise operation, or have other experience that we determine makes them qualified to conduct training. The number of years of experience with the Snap-on Program will vary by individual. We use the electronic New Franchise Training Guide, point of sale software and electronic Brand Handbook as training materials. This training will last a minimum of three weeks, and we estimate that each week you will spend 45 hours. We will determine the exact period based on our estimate of the progress you make.

3 Our training school is currently located in Grapevine, Texas, but Snap-on reserves the right to relocate it at any time or conduct the training online.

We conduct initial classroom training following the execution of your Franchise Agreement and before you begin operations. You will not incur a separate charge for training at the time you purchase your franchise. We provide, at no additional cost to you, an airline ticket (or train ticket in rare cases) for travel to our training facility for classroom training and we arrange for and pay for your lodging and meals while at the training facility. You will be responsible only for incidental expenses incurred, such as the cost of getting to the airport from which you depart. We reserve the right under the Franchise Agreement to modify the cost of ongoing training, including the expenses you are required to pay to attend such training. For calendar year 2022, we have scheduled 41 separate classes for initial classroom training.

We conduct the Field initial training at the time you begin operations. Field initial training will be scheduled after the classroom training you will attend. We plan to be flexible in scheduling training to accommodate both you or your Franchise Store Manager and our personnel.

Between four months and eight months after you begin operating your initial franchise business, at a time we reasonably determine, you will be required to attend session 1 and session 2 of Snap-on Franchise Store Management Training - Level 2 ("FSMT2") currently held virtually via web-based meetings, but may be at our training workshop located in Grapevine, Texas, or by such other method or at such other location as we designate. There are certain situations in which FSMT2 may be postponed indefinitely. Neither Store Managers of a Franchisee nor owners of an Additional Franchise or Renewal Franchise are provided with this training. FSMT2 session 1 will be held between 4 and 5 months after starting your business and FSMT2 session 2 will be held between 7 and 8 months after
starting your business. Each training consists of approximately 7 hours of training. There will be no charge for this additional training, and if FSMT2 is held in-person, Snap-on will provide an airline ticket (or train ticket in rare cases) and we arrange for and pay for lodging and meals while at our facility. You will be responsible for any incidental expenses. For the remainder of calendar year 2022, we plan to conduct the following FSMT2 training: 9 classes of session 1 and 11 classes of session 2 . If you miss either session of your scheduled FSMT2, you may be charged a rescheduling fee of up to $\$ 600$.

If you purchase an Additional Franchise, we provide the same Franchise Store Management Training for your employee on the same terms as received by any new franchisee.

If you purchase an Additional Franchise, it is your sole responsibility to replace any employee who leaves your employment for any reason. We require that a Franchise Store Manager attend the classroom portion of Franchise Store Management Training. Any subsequent Franchise Store Manager will be required to attend the classroom portion of Franchise Store Management Training, and we currently charge a separate training fee of $\$ 3,600$ for each additional Franchise Store Manager (after the first) to attend classroom training. If your subsequent Franchise Store Manager misses their scheduled classroom training, you may be charged a rescheduling fee of up to $\$ 1,200$. These fees may change during the term of your Franchise Agreement.

Once you begin operation of your franchise, we suggest, but do not require, that you and your Franchise Store Manager, if applicable, participate in ongoing training, including Franchise Performance Team ("FPT") meetings (if provided by us). We generally hold these meetings on a monthly or quarterly basis, but may hold them more or less frequently as we determine appropriate. Suggested sales and marketing techniques, Product information and other aspects of the Snap-on Program will be discussed at these meetings. There currently is no fee for FPT meetings, but you must pay all of your own expenses to attend. Depending on the geographic location of your List of Calls, the number of franchisees, franchisee employees and Independents in your designated FPT will vary.

We also suggest, but do not require, that you and your Franchise Store Managers attend Franchise Development Training, kickoff meetings and the Snap-on Franchisee Conference each year that we provide these training opportunities for you.

A Business Contact ("BC") is a review session conducted by a Business Manager or other qualified Snap-on employee or representatives as we deem appropriate. The BC reviews your Snap-on franchise business. We believe that the BCs are an important part of your business and ongoing training.

We reserve the right to make changes in the training program without notice to you.

## ITEM 12

## TERRITORY

We grant you the right, subject to the terms provided below, to use the Snap-on Program, and to purchase Products from us for resale only at the locations identified on your List of Calls. "Products" are the tools and equipment manufactured and/or distributed by us and made available by us for resale by our franchisees.

The List of Calls consists of a series of business addresses or "stops" at which we have determined that there are, or should be, tool users who purchase their own tools. While the number of potential customers at locations on a List of Calls will vary to some extent from franchisee to franchisee, it is our intent that each List of Calls contains at least 200 potential Core Customers at the time a Franchise Agreement is signed. Potential "Core Customers" are full-time professional mechanics and other
customers who are required to furnish their own tools in the normal course of their business. This may include, but not be limited to, potential Core Customers at the following types of businesses: 1) Auto General Repair, 2) Auto Dealership, 3) Auto Specialized Repair, 4) Auto Services, 5) Body Shop, 6) Tire Repair, 7) Fleet Repair; Transit (non-government), 8) Truck Repair, 9) Other Automotive, 10) Retail: Electronics/Hardware, 11) Motorcycle, 12) Marine Shop, 13) Aviation, 14) Construction, 15) Agriculture/Landscape, 16) Small Engine Repair, 17) Machine Shops, 18) Government: Cities, Schools, 19) Resorts, Casinos, Country Clubs, 20) Manufacturing/Utilities. Remember, these are potential Core Customers, which does not mean that they all will purchase Products from you or that they all are creditworthy. It simply means that it is up to you to sell Products on terms you deem appropriate to the potential Core Customers at locations on your List of Calls. The business located at a stop and/or the number of potential Core Customers located at a stop will change from time to time during the term of your Franchise Agreement. It is not possible for us to assure you that you will have the same number of potential Core Customers, or even 200 potential Core Customers, during the entire term of your Franchise Agreement, particularly in markets which have negative economic changes.

In addition to Core Customers, the List of Calls identifies potential additional tool purchasers either at the same or additional business addresses who are not considered potential Core Customers according to Snap-on's criteria, but to whom you are allowed to sell Products and are identified as potential "Exception Customers".

You have or will have prior to signing a Franchise Agreement been given the opportunity to ride with one or more current franchisees and spend a day with them. The purpose is to expose you to how the Snap-on Program works and for that reason we use franchisees who perform well in the business. We believe it is important to give you this exposure, but you should not assume that your route will have the same number or type of customers as that franchisee. It is merely intended to give you the experience of being on a Snap-on truck and observing how the Snap-on Program works. This is not a substitute for conducting your own due diligence about the business.

You will receive the List of Calls along with the completed Franchise Agreement at least seven calendar days prior to signing your Franchise Agreement, which will allow you to understand the potential Core Customers and Exception Customers, as well as the Dual Stops, on your List of Calls prior to signing the Franchise Agreement. It is important that you use this time to be sure that you are satisfied with your List of Calls before you sign your Franchise Agreement. It is your responsibility to perform this due diligence. If you request, we will provide you with assistance in reviewing your List of Calls, which may even include making a Snap-on employee or other representative of Snap-on available to ride through some or all of the stops on your List of Calls to help you identify stops and potential customers and answer questions you might have prior to signing your Franchise Agreement. At the time you sign your Franchise Agreement, you will be requested to sign the Acknowledgement Regarding List of Calls (the "Acknowledgement") attached as Appendix I.10. If any statements in the Acknowledgement are not accurate, you should not sign the Acknowledgement.

You will not receive an exclusive territory. You may face competition from us or other third parties or from other channels of distribution or competitive brands that we control (as described in this Item 12).

Except as provided below, during the term of your Franchise Agreement, if you are not in default under your Franchise Agreement, Snap-on will not sell, or license others to sell, Products at those locations identified on your List of Calls without your consent. Snap-on and its affiliates sell or may in the future sell Products bearing the principal trademark or other trademarks owned by Snap-on or its affiliates at locations in the geographic area near the stops described on the List of Calls.

You are not permitted to use the Snap-on Program or sell Products at any location not identified as a stop on your List of Calls (even if the location is adjacent to or near stops on your List of Calls), or to any customer or purchaser who moves to a location not identified as a stop on your List of Calls.

You may not use alternative methods of distribution, such as through social media, apps or commercial internet sites or catalogs, to sell to customers that are not at locations on your List of Calls.

We may offer you an Additional Franchise if you have consistently met Snap-on's standards for quality, service and professionalism and otherwise meet Snap-on guidelines for expansion as determined from time to time by Snap-on. You do not have a right of first refusal or any similar right to acquire additional franchises.

Adjustment to List of Calls. If you want to use the Snap-on Program or sell Products at any location not on your List of Calls, you must notify your Snap-on field management contact and request that the additional stop(s) be added to your List of Calls. We will not unreasonably withhold or delay our consent to add these stop(s) to your List of Calls. When we are determining whether to add stop(s) to your List of Calls, we will consider a number of factors, including among other things, the number of customers and potential customers on your List of Calls, the proximity of the additional stops(s) to stops currently on your List of Calls and the service you provide to customers and potential customers on your List of Calls.

Customers expect high quality service from Snap-on franchisees. Accordingly, we reserve the right to remove a stop or stops from your List of Calls if (i) you fail to service customers and/or solicit potential customers at a stop for 30 days or more or (ii) your access to the stop is denied by the customer or shop owner. We will provide you written notice of an adjustment to your List of Calls at least 10 days before the adjustment takes effect.

We may survey customers at stops on your List of Calls as we, in our reasonable business judgment, believe necessary or advisable.

If you are purchasing a Renewal Franchise, your List of Calls will be modified to reflect the current status of potential customers and stops on your List of Calls.

If you are purchasing the assets of an existing Snap-on franchisee as a Transfer Franchise, we will update and develop a List of Calls that will likely differ from the List of Calls serviced by the predecessor franchisee. It is our intent to provide as similar a List of Calls as possible.

National Accounts Program. We exclusively reserve the right to develop and operate the Snap-on National Accounts Program and other related programs. Through these programs, we (or our designee) sell and/or distribute Products, tools, equipment, other merchandise and services to purchasers on a national or regional contract basis. You will receive a brokerage fee on sales of Products made through the Snap-on National Accounts Program directly to customers at a stop on your List of Calls, according to a commission schedule that we periodically publish. These programs do not offer commissions on all merchandise (that is, merchandise which is not a Product). Also, in some cases, we will not determine the merchandise distributed through the program, which will be selected by the customer on whose behalf we (or our affiliates) run the program (such as an original equipment manufacturer who designates the use of certain tools or equipment by its mechanics). These policies and procedures are made available to you and are subject to change from time to time.

Industrial Stops. We exclusively reserve the right to contact and sell Products to industrial users, railroads, airlines, manufacturers, central purchasing offices, government installations and institutions, public or private schools (including students at the schools) and all other potential customers who require scientific information, special devices, special services and/or technical and engineering data or who require special procurement procedures ("Industrial Stop(s)"). If an Industrial Stop employs professional mechanics who purchase their own tools, we may, but we are not obligated to, include that Industrial Stop on your List of Calls only for the purpose of permitting you to sell Products to those mechanics. This is known as a "Dual Stop." We, in our reasonable business judgment, determine whether a stop or customer is an Industrial Stop or a Dual Stop; such determination may change during the term of your Franchise Agreement.

The Student Excellence Program ("SEP") is administered by Snap-on Industrial and offers special pricing for full-time students attending school to train in auto, diesel, collision repair, aircraft maintenance and other tool using disciplines. Unless specific permission is granted, franchisees are not permitted to service schools, and SEP program pricing to these students is not offered through franchisees.

Internet Sales. We sell Products that customers may order over the internet. While the typical internet customer is not a professional mechanic, it is possible that a customer at a stop on your List of Calls might place a direct order with us over the internet for the purchase of a Product. While this is not a sale of a Product at a location on your List of Calls, it is our policy to ask customers placing an internet order if they have a franchisee servicing them and if the customer gives the name of the franchisee, we provide a commission on the internet sale to the franchisee servicing the customer. This is our current policy, which we may change at any time, including eliminating the payment of a commission.

Racing Teams. We sponsor various racing teams and as part of the sponsorship provide tool storage units and other tools and equipment, which are Products, to the racing teams. You will not receive any compensation for Products provided by Snap-on to a racing team even if the racing team is on your List of Calls. We believe that this ultimately benefits franchisees that have a racing team on their List of Calls by having the team use Snap-on tools rather than the tools of a competitor. Most of our franchisees do not have Snap-on sponsored racing teams on their List of Calls.

Other Channels of Distribution. We and our affiliates may sell tools and equipment through various channels of distribution during the term of your Franchise Agreement. The tools and equipment which we and our affiliates make available through these different channels of distribution may be Products, or may be similar in design and functionality to the Products that you sell. In some instances, distribution through these other channels may include Products which will be sold near locations on your List of Calls or may include tools and equipment which are similar in design and functionality to Products and may be sold to customers on your List of Calls.

We reserve the right to establish or utilize other channels of distribution using the trademark "Snapon" or different trademarks. These channels of distribution encompass sales by us and third parties to distributors, customers and consumers and may include, without limitation, catalog sales, telemarketing or other direct marketing sales, mail order, retail sales, internet sales and other forms of electronic commerce. The trademarks and brand names may include Snap-on, Blue-Point, BAHCO, Blackhawk, Challenger, Car-O-Liner, Hofmann, Kansas Jack, Williams, Sioux, John Bean, Mitchell1, Pro-Cut, Sun, Power Hawk, AutoCrib, Norbar, Ecotechnics, and new trademarks that may include the trademark "Snap-on". We may establish some of these channels of distribution through acquisition.

Except as otherwise provided above, we do not intend to sell or license others to sell Products at the locations on your List of Calls. However, in the event that any sale of Products takes place at the locations on your List of Calls, we will on a case by case basis use reasonable efforts to resolve conflicts (if any) that may result from these sales.

We may sell other items, including licensed merchandise, products and services under the trademark "Snap-on" or trademarks that include the trademark "Snap-on" directly to consumers, customers or to resellers.

Repair Systems and Information Group. We have a network of Diagnostics Sales Developers who provide sales support and product training for certain Snap-on products in the United States. If a Diagnostics Sales Developer is assigned to work with you, he/she will assist you in the sale of Snapon branded diagnostics equipment. Diagnostics Sales Developers will work with certain of our franchisees to identify sales leads and respond to customer needs. The level of assistance and
amount of time made available by the Diagnostics Sales Developers for sales assistance and product training to customers at stops on a List of Calls will vary from franchisee to franchisee and you may not receive any dedicated assistance or service under this Program. The Diagnostics Sales Developer also plans to sell Snap-on branded diagnostics equipment directly, as well as ShopKey, including by means of electronic commerce and internet sales, and other direct sales. You may share in the proceeds of these sales if they are to customers at stops on your List of Calls either through the franchisee discount program, or through a brokerage fee program for these sales. We make no representations as to the brokerage fees or sales commissions you may make through these programs. We will determine the terms of these programs and may change them during the term of your Franchise Agreement, including potentially to suspend or terminate the assistance and service being provided to you by any Diagnostics Sales Developer.

Equipment Sales Through Snap-on Equipment. Snap-on Equipment offers equipment under trademarks other than Snap-on, including John Bean, Hofmann, Blackhawk, Challenger, Kansas Jack, and Ecotechnics, for sale directly or through distributors to customers, including customers who may be at stops on your List of Calls. Some of this equipment may be similar in design and functionality to Products and may be marketed to customers at stops on your List of Calls. You will be encouraged to provide leads to Snap-on Equipment and Pro-Cut regarding customers at stops on your List of Calls who have an interest in purchasing certain equipment marketed by Snap-on Equipment and Pro-Cut, respectively, such as aligners, wheel balancers, tire changers, and brake lathes. If a sale is consummated to the customer on your List of Calls within 120 days after you provide this lead, you will receive a brokerage commission. If Snap-on Equipment or Pro-Cut, as applicable, makes a sale to a customer on your List of Calls for which you have not provided the lead or more than 120 days after you provide the lead, no brokerage commission will be paid. We make no representation as to the brokerage commissions you may make through this program. We will periodically determine the terms of this program, including products which will qualify for brokerage commission and the rate of commission paid. We may change the terms of this program during the term of your Franchise Agreement, including the right to discontinue the payment of any brokerage commission.

## ITEM 13

## TRADEMARKS

You will be granted the right to use the "Snap-on" name in the operation of your franchise. "Snap-on" is a registered Trademark. You will also be granted the right to use other trademarks, service marks, trade names, advertising and other commercial symbols in the operation of your franchise in the manner we authorize. You will not be permitted to use the name "Snap-on" or any other trademark owned by us in the name you select for your business, in any URL you create, or in any unauthorized manner. The principal trademark of the Snap-on Program is "Snap-on" for which Snap-on Incorporated owns a number of registrations issued by the United States Patent and Trademark Office. Snap-on Incorporated licenses certain of these trademarks to us and allows us to license them to you. Information regarding the "Snap-on" marks and others, those of which have been registered with the United States Patent and Trademark Office on the Principal Register or for which an application has been filed are set forth in Appendix C. Snap-on Incorporated also asserts common law rights in all of these marks. Any of these registrations, which have required renewal to be currently valid, have been renewed. All required affidavits of use have been filed.

We are not obligated by the Franchise Agreement or otherwise to protect any rights to use the trademarks or to protect you against claims of infringement or unfair competition with respect to the trademarks. You must notify us immediately when you learn about an infringement of or challenge to any of the trademarks. We will directly or through Snap-on Incorporated take the action we think appropriate, and we have the right to control any litigation or other proceeding. If we elect to use a name other than "Snap-on" to identify the Snap-on Program, we may select another name and the Snap-on Program and your Franchise Agreement will be deemed amended to substitute that name. You must modify or discontinue use of any of the trademarks upon notice from us, and you must pay
all expenses for modifying or discontinuing use.
There are no currently effective material determinations by the United States Patent and Trademark Office, the Trademark Trial and Appeal Board, any court, nor is there any pending infringement, opposition or cancellation proceeding nor any pending material litigation involving the principal trademark. We are not aware of any superior prior rights or infringing uses which could materially affect your use of the principal trademark. There are no agreements currently in effect which significantly limit our rights to use or license the use of the principal trademark in a manner material to your franchise.

## ITEM 14

## PATENTS, COPYRIGHTS AND PROPRIETARY INFORMATION

We, along with Snap-on Incorporated, own patents on a number of the Products that you will be permitted to resell in the operation of your franchise. Those patents are identified in Appendix D.1. We along with Snap-on Incorporated claim copyright ownership in all materials provided by us, including the catalogue featuring the Products, the advertising and promotional materials that you may receive or purchase from us, the Brand Handbook and any other manuals. Snap-on Incorporated also asserts copyright in certain software incorporated into Products. We intend and Snap-on Incorporated intends to renew these copyrights. The registered copyrights are identified in Appendix D.2. We also claim a proprietary interest in non-registered copyright materials. Except for these rights, our rights in the Snap-on Program (See Item 1) and our (or Snap-on Incorporated, as applicable) proprietary software rights (See Item 11), we do not own any rights in or to any patents, copyrights or proprietary information that are material to your franchise.

There are no currently effective determinations of, or pending proceedings in, the United States Patent and Trademark Office, the Library of Congress or any court concerning patents or copyrights that are material to the operation of your franchise. We are not aware of any infringing uses that could materially affect your use of the patents or copyrights. There are no agreements currently in effect that significantly limit our rights to use or license the use of the patents or copyrights. We are not obligated by the Franchise Agreement or otherwise to protect any rights that you have to use the patents or copyrights.

You acknowledge in the Franchise Agreement that we own the Snap-on Program, which includes, but is not limited to, our trade secrets, your List of Calls, the Brand Handbook and any other manuals we provide to you. We will disclose the Snap-on Program to you only in confidence and solely for the purpose of enabling you to operate your franchise, and you have no right to disclose any part of it to anyone other than your employees in your Snap-on business that have signed Confidentiality Agreements, Snap-on employees or other Snap-on franchisees. We are entitled to obtain injunctive relief in addition to any other legal or equitable remedies we may have upon a breach of these provisions by you.

## ITEM 15

## OBLIGATION TO PARTICIPATE IN THE ACTUAL OPERATION OF THE FRANCHISE

You are responsible for the supervision of the franchised business. You will use your best efforts to promote aggressively and develop fully the sales of Products at stops on your List of Calls. You will maintain an inventory of Products in at least the minimum amount specified in the Snap-on Program in order to maximize your sale of Products and provide service expected by your customers. You must refrain from engaging in activities that would conflict with these purposes and you will devote all necessary business attention and efforts to these purposes. In order to maximize the sale of Products, we recommend that you call on every potential customer at stops on your List of Calls at least once a week utilizing all aspects of the Snap-on Program.

We recommend that you hire and develop one or more employees to assist in the sales and operation of each franchise that you own, which will help you in utilizing all aspects of the Snap-on Program. If you are thinking of adding an Additional Franchise, we highly recommend that you have an employee assisting you with sales prior to doing so.

We make available to our existing franchisees, who qualify, the opportunity to purchase an Additional Franchise. For an Additional Franchise, you must hire a Store Manager to service the customers associated with that franchise business or the franchise business currently serviced by the principal owner. We recommend that you hire an employee to work with your Store Manager to assist with sales in utilizing all aspects of the Snap-on Program. Your Store Manager, under your direct and sole supervision, will then have to service the customers and comply with all the requirements of the Snapon Program and your Franchise Agreement just as you would, including all service obligations, although you are ultimately responsible for compliance with those requirements. Your Store Manager must complete the Snap-on Store Management Training. See Item 11 for a further description of the Snap-on Store Management Training. It is your obligation to ensure all of your employees maintain the confidentiality of the confidential information and trade secrets just as you would. You are responsible for complying with any and all employment, tax, insurance, and other laws applicable to your employees, and we recommend that you become familiar with all employment laws related to your Snap-on business. You are solely responsible to hire a qualified employee to replace a Store Manager that is no longer employed. If you fail to do this on a timely basis it can result in a breach of your Franchise Agreement.

It is your sole responsibility to make all employment related decisions. Anyone you hire is your employee and you are solely responsible for recruiting, hiring, scheduling, firing and disciplining your employees and for the employment issues discussed above.

If you purchase an Additional Franchise, you will be required to sign a new Franchise Agreement and all other documents required for a new franchise. You will also be required to sign a general release for any claims against us that arose prior to the date the document is signed so that any issues you have are fully resolved prior to entering into an additional Franchise Agreement with us. A copy of the release currently used is attached as Appendix I.11.A.

The corporation, limited liability company or other legal entity that is the Franchisee may not be used to conduct any business other than the Snap-on business. In determining to grant a Franchise, we rely on the qualifications of the principal owner rather than the qualifications of the corporation, limited liability company or other legal entity. You will own a controlling interest in the corporation, a limited liability company or other permitted entity to whom a Franchise Agreement is issued or transferred, and the principal owner must sign a personal guaranty and remain personally liable for all obligations under the Franchise Agreement and all other agreements you enter into with us. You, as the principal owner or owners, will also have to sign a personal guaranty and remain personally liable for all obligations under the Franchise Finance Program or any other agreement you have with Snap-on Credit.

You may not subfranchise, sublicense or in any way delegate or transfer your rights in your franchise except via transfer as a Transfer Franchise or as Snap-on otherwise expressly permits in writing.

## ITEM 16

## RESTRICTIONS ON WHAT THE FRANCHISEE MAY SELL

In order to emphasize the Snap-on brand, Franchisee will not sell or give away items of merchandise which are directly competitive with the Products that are manufactured by or for us, except items of merchandise which Franchisee has taken as a trade-in. In addition, Franchisee will refrain from selling items which are inappropriate or inconsistent with a business selling tools and equipment.

You may sell Products only to customers at stops on your List of Calls (See Item 12). You are not restricted in the Products you elect to sell. You may not sell Products to any person or entity who is purchasing Products for resale. We have the right to add to or delete from the Products that you can sell.

You will assist us in honoring all warranties on Products, which means that you will perform service on tools and equipment at the customer's place of business. To the extent you or your employee are not qualified to repair an item, you will assist the customer in getting it to the proper repair facility. This is the quality service expected by customers, and we believe this creates sales opportunities for you. You do not receive compensation from Snap-on for performing these services. We do consider the cost of warranty service in setting the discount from suggested price that we offer to sell Products to you. It is not possible to estimate the amount of time you will be required to spend on warranty work to properly service your customers. We have the right to change the warranties at any time and this may result in additional warranty work for you.

These restrictions as to the goods that you may sell are not conditioned on your meeting defined sales efforts or results.

ITEM 17
RENEWAL, TERMINATION, TRANSFER AND DISPUTE RESOLUTION

## THE FRANCHISE RELATIONSHIP

This table lists certain important provisions of the franchise and related agreements. In addition to the Franchise Agreement, we have included separate tables for the Loan and Security Agreement, Franchisee Servicing Agreement and Vehicle Lease Agreement because of their significance to the franchise. You should read these provisions in the agreements attached to this disclosure document.

## FRANCHISE AGREEMENT

| Provision | Section in Franchise Agreement | Summary |
| :---: | :---: | :---: |
| a. Length of the franchise | Section 2, <br> Paragraph 1 of Addendum to Snap-on Tools Franchise Agreement (Renewal Franchise) | 10 years; 5 years for a Renewal Franchise. |
| b. Renewal or extension of the term | Section 3, <br> Paragraph 2 of Addendum to Snap-on Tools Franchise Agreement (Renewal Franchise) | You can add one term of 5 years. Not applicable to a Renewal Franchise. Subject to applicable law, Snap-on may grant an additional 5 -year renewal at expiration of the Renewal Franchise at Snap-on's option. |
| c. Requirements for franchisee to renew or extend (not applicable to a Renewal Franchise) | Section 3 | - Prior written notice between 9 months and 12 months prior to expiration, <br> - Meet new franchisee standards, <br> - Compliance with all agreements, <br> - Satisfy all monetary obligations, <br> - Sign general release, a copy of the form currently used is attached as Appendix I.11.B, <br> - Comply with current qualifications, <br> - Pay renewal fee of $50 \%$ of then-current initial license fee, <br> - You will be required to sign then-current forms of agreements, which may contain materially different terms and conditions from the contract you originally signed. |
| d. Termination by franchisee | Section 19 | Termination with cause 30 days after written notice of default and failure to cure. |
| e. Termination by franchisor without cause | Not applicable |  |
| f. Termination by franchisor with cause | Section 20 | Snap-on can terminate only if you default. |
| g. "Cause" defined-curable defaults | Section 20.C | 10 days to cure nonpayment and 30 days to cure any other default not listed in h . below, including a failure to: |


| Provision | Section in Franchise Agreement | Summary |
| :---: | :---: | :---: |
|  |  | - Comply with Franchise Agreement or Snap-on Program, <br> - Act in a manner consistent with Snap-on image, <br> - Maintain neat and clean appearance, <br> - Promote and develop sales of Products, and provide service. |
| h. "Cause" defined-non curable defaults | Sections 20.A and 20.B <br> Paragraph 4 of Addendum to Snap-on Tools Franchise Agreement (Franchisee Owned by Trust) | Non curable defaults: <br> - Bankruptcy, insolvency and similar defaults, <br> - Failure to satisfy material final judgment, <br> - Material misrepresentation or dishonesty, <br> - Abandons franchise business, <br> - Felony or other crime or conduct which may adversely affect the Snap-on Program, <br> - Sale of Products to a customer on another franchisee's List of Calls and failure to credit that franchisee for that sale, <br> - Sale or offer of Products to a customer not on List of Calls after notice to cease, <br> - Threat or danger to public health or safety, <br> - Termination or default (beyond cure period) under other agreement with Snap-on or its affiliates, <br> - Violation of confidentiality provisions, <br> - Three defaults in twelve-month period, <br> - Unapproved assignment or transfer. |
| i. Franchisee's obligations on termination / nonrenewal | Section 21 | - Continued compliance with confidentiality requirements (also see r., below) and other agreements, <br> - Sign any necessary documents to effectuate termination, <br> - Payment of all amounts due, <br> - Return of all manuals, handbooks, and other materials, <br> - Discontinuance of any trademark use and advertising, <br> - Stop doing business in a way that gives the impression you are still a Snap-on franchisee. |
| j. Assignment of contract by franchisor | Section 18.A <br> Paragraph 3 of Addendum to Snap-on Tools Franchise Agreement (Franchisee Owned by Trust) | No restriction on Snap-on's right to assign. |
| k. "Transfer" by franchisee - defined | Section 18.B | Includes transfer or encumbrance of any interest in franchisee, the Franchise Agreement or the assets of the franchise. |
| I. Franchisor approval of transfer by franchisee | Sections 18.B and 18.C | Snap-on has the right to approve all transfers and will not unreasonably withhold approval. |
| m. Conditions for franchisor approval of transfer | Sections 18.B, 18.C and 18.D Paragraph 3 of Addendum to Snap-on Tools Franchise Agreement (Franchisee Owned by Trust) | - Interest being transferred must first be offered to Snap-on (see n., below) if the transfer is the entire interest in a franchise or the franchise business, <br> - Snap-on must approve terms, <br> - You must satisfy all monetary obligations and comply with all agreements, <br> - Sign a general release, a copy of the current form used is attached as Appendix I.11.C, <br> - Transferee must qualify and sign Snapon's then-current Franchise Agreement, complete training and pay the transfer fee. <br> Separate conditions exist for transfer to a corporation, limited liability company or other legal entity under common ownership. We will not unreasonably withhold consent if the principal owner of franchisee: i) owns controlling interest in Franchisee, ii) signs Snap-on assignment document and guarantees obligations of Franchisee, iii) |


| Provision | Section in Franchise <br> Agreement | Summary |
| :--- | :--- | :--- |


| Provision | Section in Franchise <br> Agreement | Summary |
| :--- | :--- | :--- | :--- |
| w. Choice of law | Section 27 | The laws of the state in which the List of Calls <br> is located or if the List of Calls is located in <br> more than one state, the state in which the <br> majority of the stops on the List of Calls is <br> located at the time this Agreement is executed <br> subject to state law (except to the extent the <br> Federal Arbitration Act may apply in u. above). |

## LOAN AND SECURITY AGREEMENT

| Provision | Section in Loan and Security Agreement | Summary |
| :---: | :---: | :---: |
| a. Length of the franchise | Not applicable |  |
| b. Renewal or extension of the term | Not applicable |  |
| c. Requirements for you to renew or extend | Not applicable |  |
| d. Termination by franchisee | Not applicable |  |
| e. Termination by Snap-on Credit without cause | Not applicable |  |
| f. Termination by Snap-on Credit with cause | Section 6 | Snap-on Credit can accelerate the loan only if you default. |
| g. "Cause" defined curable defaults | Section 6.c | 10 days to cure nonpayment. <br> 30 days to cure any default not listed in h., below, including failure to comply with requirements and covenants or submit any required reports. |
| h. "Cause" defined non curable defaults | Section 6.a and 6.b (also, if applicable, Paragraphs 4 and 5 of Addendum to Loan and Security Agreement, Franchisee Owned by Trust) | - Bankruptcy, insolvency and similar defaults, <br> - Death or incapacity, <br> - Ceasing to be a franchisee; <br> - Material final judgment, <br> - Untrue representation or warranty, <br> - Falsification of reports, misrepresentation or dishonesty, <br> - Decrease of equity in the franchise, <br> - Default (beyond cure period) under any other agreement with Snap-on Credit, Snapon, or Snap-on's affiliates, <br> - Termination of any guarantee. |
| i. Franchisee's obligations on termination / nonrenewal | Sections 2(e), 3(i) and 7 (also, if applicable, RA Loan Addendum and RA Loan Promissory Note) | Upon default Snap-on Credit may terminate the Loan and Security Agreement if the loan has not been disbursed, refuse to disburse additional loan amounts, declare the entire unpaid amount of your unpaid liabilities due and payable, sell, transfer or foreclose on any or all of the collateral, or apply any amounts received or held by Snap-on Credit to your obligations. You must pay any amounts owed. |
| j. Assignment of contract by Snap-on Credit | Section 9.1 <br> (also, if applicable, Paragraph 10 <br> of Addendum to Loan and <br> Security Agreement, Franchisee <br> Owned by Trust) | No restriction on Snap-on Credit's right to assign agreement. |
| k. "Transfer" by franchisee defined | Section 9.1 <br> (also, if applicable, Paragraphs 4 and 5 of Addendum to Loan and Security Agreement, Franchisee Owned by Trust) | Includes transfer of Loan and Security Agreement. |
| I. Snap-on Credit's approval of transfer by franchisee | Section 9.1 <br> (also, if applicable, Paragraphs 4 and 5 of Addendum to Loan and Security Agreement, Franchisee Owned by Trust) | Snap-on Credit has the right to approve all transfers of agreement. |
| m. Conditions for Snap-on Credit's approval of transfer | Not applicable |  |
| n. Snap-on Credit's right of first refusal to acquire your business | Not applicable |  |
| o. Snap-on Credit's option to purchase your business | Not applicable |  |


| Provision | Section in Loan and Security Agreement | Summary |
| :---: | :---: | :---: |
| p. Death or disability of franchisee | Section 6.a (also, if applicable, Paragraph 4 of Addendum to Loan and Security Agreement, Franchisee Owned by Trust) | Loan and Security Agreement automatically terminates without notice. |
| q. Non-competition covenants during the term of the franchise | Not applicable |  |
| r. Non-competition covenants after the franchise is terminated or expires | Not applicable |  |
| s. Modification of the agreement | Section 9.n | No modifications without mutual agreement, but amendment signed by you can be enforced against you. |
| t. Integration/merger clause | Section 9.p | The agreement contains all agreements between you and Snap-on Credit on this subject matter. Subject to applicable state law (see w., below). |
| u. Dispute resolution by arbitration or mediation | Section 9.a-9.e (also, if applicable, Paragraphs 6 - 9 of Addendum to Loan and Security Agreement, Franchisee Owned by Trust) | Except for certain provisional remedies, disputes arising out of the Loan and Security Agreement, will be mediated prior to arbitration. Except for certain claims for provisional remedies, all disputes must be arbitrated at the office of the American Arbitration Association closest to your Regional Sales Office. If not in your home state, you can agree to an office in your home state. Subject to state law, except the arbitration will be governed by the Federal Arbitration Act and the rules of the American Arbitration Association will apply. You waive your right to bring claims in a court of law and have a trial by jury. |
| v. Choice of forum | Section 9.d | The parties consent to jurisdiction for enforcement of arbitration decisions or awards, and for enforcement of provisional remedies (see u., above). Subject to state law except to the extent the Federal Arbitration Act may apply in u., above. |
| w. Choice of law | Section 9.9 | Law of state of Illinois (subject to state law, except to the extent the Federal Arbitration Act may apply in u., above). |

## FRANCHISEE SERVICING AGREEMENT

| Provision | Section in Franchisee <br> Servicing Agreement | Summary |  |
| :--- | :--- | :--- | :--- |
| a. | Term of the agreement | Section 19 | 10 years or the remaining term of the <br> Franchise Agreement, whichever is less. |
| b. | Renewal or extension of the term | Not applicable |  |
| c. | Requirements for you to renew or extend | Not applicable | Termination of agreement without cause <br> upon 30 days advance written notice. |
| d. | Termination by franchisee | Section 20 | Snap-on Credit can terminate only if you <br> default. |
| e. | Termination by Snap-on Credit without cause | Not applicable | Section 21. <br> (also, if applicable, Paragraphs 4 <br> and 15 of Addendum to <br> Franchisee Servicing Agreement, <br> Franchisee Owned by Trust) |
| f. | Termination by Snap-on Credit with cause | Sections 21(c), 21(d) | 10 days to cure monetary nonpayment. <br> 30 days (60 days in the case of a <br> delinquency default) to cure a default not <br> listed in h., below, including failure to comply <br> with the requirements of the Franchisee <br> Servicing Agreement or submit required <br> reports. |
| g. | "Cause" defined-curable defaults |  |  |


| Provision | Section in Franchisee <br> Servicing Agreement | Summary |
| :--- | :--- | :--- |


| Provision | Section in Franchisee <br> Servicing Agreement | Summary |
| :--- | :--- | :--- |
| w. Choice of law | Owned by Trust) | extent the Federal Arbitration Act may apply <br> in u., above. |
|  | Section 25 <br> (also, if applicable, Paragraph 16 <br> of Addendum to Franchisee <br> Servicing Agreement, Franchisee <br> Owned by Trust) | State of Illinois, however, if local law is <br> applicable, the state you reside in at the time <br> you sign this Agreement (subject to state law, <br> except to the extent the Federal Arbitration <br> Act may apply in u., above). |

## VEHICLE LEASE AGREEMENT

| Provision | Section in Vehicle Lease Agreement | Summary |
| :---: | :---: | :---: |
| a. Term of the franchise | Not applicable |  |
| b. Renewal or extension of the term | Section 21 | If you are not in default, you may elect to enter into a lease renewal under terms agreed to between you and lessor. |
| c. Requirements for you to renew or extend | Not applicable |  |
| d. Termination by franchisee | Section 24 | If you terminate your franchise, you may elect to terminate prior to the end of lease within 14 days prior written notice, payment of all payments due, termination payment, repair and redelivery charges. |
| e. Termination by Lessor or-Snap-on Credit without cause | Not applicable |  |
| f. Termination by Lessor or Snap-on Credit with cause | Sections 15 and 16 | Lessor may accelerate lease, sue for all rent payments and/or retake possession of vehicle upon event of default. |
| g. "Cause" defined-curable defaults | Not applicable |  |
| h. "Cause" defined-non curable defaults | Sections 15 and 16 | The following defaults may lead to Lessors remedies in item f. above: failure to pay; cessation of business; or cessation being a Snap-on franchisee; insolvency; bankruptcy; petition filed against franchisee; appointment of receiver or similar appointment; transfer of franchise; untrue or unperformed statements representations or warranties, non-release attachments or levies, bulk transfer; default under other agreements; death of a guarantor. |
| i. Your obligations on termination/nonrenewal | Section 13 | You must redeliver the van and pay any amounts owed plus any prepayment termination, redelivery and other charges. |
| j. Assignment of contract by lessor | Section 17 | No restrictions on Lessor's right to assign. |
| k. "Transfer" by franchisee-defined | Section 17 | Includes transfer of the agreement or rights or duties under the agreements, and transfer, sublet or lending of the vehicle. |
| I. Snap-on Credit's approval of transfer by franchisee | Section 17 | Franchisee may not assign, transfer all or part of lease or vehicle without Lessor's prior written consent or sublet or lend the vehicle for use by anyone other than franchisee or franchisee's employees. |
| m. Conditions for Snap-on Credit's approval of transfer | Not applicable |  |
| n. Snap-on Credit's right of first refusal to acquire franchisee's business | Not applicable |  |
| o. Snap-on Credit's option to purchase franchisee's business | Not applicable |  |
| p. Death or disability of franchisee | Not applicable |  |
| q. Non-competition covenants during the term of the franchise | Not applicable |  |
| r. Non-competition covenants after the franchise is terminated or expires | Not applicable |  |
| s. Modification of the agreement | Section 26 | No modifications without mutual written agreement. |
| t. Integration / merger clause | Section 26 | Written lease supersedes all other oral or written representations. Subject to applicable state law (see w., below) |


| Provision | Section in Vehicle Lease Agreement | Summary |
| :---: | :---: | :---: |
| u. Dispute resolution by arbitration or mediation | Section 28 | Except for certain provisional remedies, disputes arising out of the termination of your business or the termination or nonrenewal of the Franchisee Servicing Agreement, will be mediated prior to arbitration. Except for certain provisional remedies, all disputes must be arbitrated at the office of the American Arbitration Association closest to your Regional Sales Office. If not in your home state, you can agree to an office in your home state. Subject to state law, except the arbitration will be governed by the Federal Arbitration Act and the rules of the American Arbitration Association will apply. You waive your right to bring claims in a court of law and have a trial by jury. |
| v. Choice of forum | Section 28 | You and Lessor consent to jurisdiction for enforcement of arbitration decisions or awards, and for provisional remedies. Subject to state law except to the extent the Federal Arbitrator Act may apply in u., above. |
| w. Choice of law | Section 31 | Law of State of Illinois (subject to state law, except to the extent the Federal Arbitration Act may apply in $u$. above). |

## ITEM 18 PUBLIC FIGURES

Cruz Pedregon races in the National Hot Rod Series and is currently sponsored by Snap-on. He will promote the Snap-on franchise and for that purpose will be paid $\$ 48,000$. It is possible that this sponsorship and promotion may be discontinued during the term of your franchise agreement. No other public figures will be used to promote our franchise.

## ITEM 19

FINANCIAL PERFORMANCE REPRESENTATIONS
The FTC's Franchise Rule permits a franchisor to provide information about the actual or potential financial performance of its franchised and/or franchisor-owned outlets, if there is a reasonable basis for the information, and if the information is included in the disclosure document. Financial performance information that differs from that included in Item 19 may be given only if: (i) a franchisor provides the actual records of an existing outlet you are considering buying; or (ii) a franchisor supplements the information provided in this Item 19, for example, by providing information about possible performance at a particular location or under particular circumstances.

## Paid Sales

The following Statement of "Paid Sales" ("Statement") illustrates the various levels of sales reported by numerous franchisees in the Snap-on system for sales activity during the 2021 reporting period. Paid Sales are presented in \$100,000 increments for paid sales between \$200,000 and \$2,000,000 per year. This information reflects a number of assumptions and limitations noted after the Statement, and which you should read together with the Statement.

| REPORTED PAID SALES FOR 2021 | Number of Franchisees <br> Reporting | Percentage |
| :--- | :---: | :---: |
| Less than $\$ 200,000$ | 22 | $0.73 \%$ |
| $\$ 200,000$ to $\$ 299,999$ | 65 | $2.15 \%$ |
| $\$ 300,000$ to $\$ 399,999$ | 168 | $5.57 \%$ |
| $\$ 400,000$ to $\$ 499,999$ | 321 | $10.64 \%$ |
| $\$ 500,000$ to $\$ 599,999$ | 421 | $13.95 \%$ |
| $\$ 600,000$ to $\$ 699,999$ | 455 | $15.08 \%$ |
| $\$ 700,000$ to $\$ 799,999$ | 437 | $14.48 \%$ |
| $\$ 800,000$ to $\$ 899,999$ | 368 | $12.19 \%$ |
| $\$ 900,000$ to $\$ 999,999$ | 252 | $8.35 \%$ |
| $\$ 1,000,000$ to $\$ 1,099,999$ | 163 | $5.40 \%$ |
| $\$ 1,100,000$ to $\$ 1,199,999$ | 147 | $4.87 \%$ |
| $\$ 1,200,000$ to $\$ 1,299,999$ | 66 | $2.19 \%$ |
| $\$ 1,300,000$ to $\$ 1,399,999$ | 54 | $1.79 \%$ |
| $\$ 1,400,000$ to $\$ 1,499,999$ | 35 | $1.16 \%$ |
| $\$ 1,500,000$ to $\$ 1,599,999$ | 18 | $0.60 \%$ |
| $\$ 1,600,000$ to $\$ 1,699,999$ | 13 | $0.43 \%$ |
| $\$ 1,700,000$ to $\$ 1,799,999$ | 2 | $0.07 \%$ |
| $\$ 1,800,000$ to $\$ 1,899,999$ | 3 | $0.10 \%$ |
| $\$ 1,900,000$ to $\$ 1,999,999$ | 3 | $0.10 \%$ |
| Over $\$ 2,000,000$ | 5 | $0.17 \%$ |
|  | 3018 | $100.00 \%$ |

The Paid Sales figures used in this Statement are reported by specific franchisees and should not be considered the actual or probable Paid Sales that may be realized by any franchisee. Paid Sales may be affected by a number of commercial variables and competitive market conditions.

Some franchisees have Paid Sales equal to these amounts. Your individual results may differ. There is no assurance that your Paid Sales will be as much.

## Notes:

I. Franchisee Information Included in the Statement.

We compiled the Statement from information reported to us by our franchisees. We have not attempted to verify the information received from franchisees and have no knowledge whether franchisees prepared the information submitted to us in accordance with generally accepted accounting principles.

The Statement includes only information received from franchisees who operated for all 12 months of the 2021 reporting period and for which we have received Paid Sales information for the full period. Accordingly, franchisees who began or ended operations during calendar year 2021 are not included in the Statement nor are franchisees who failed to submit all Paid Sales information for all of 2021.

Snap-on had 3,600 franchises that operated in all or part of 2021. Of those 3,600 franchises, there were 183 franchises that ceased operations due to retirement, cancellation, non-renewal or other termination and 130 that transferred their franchise business to a third party. Of those 313 franchises, 75 still operate one or more Snap-on franchise businesses. Of the 183 franchises that ended operations during 2021, 17 franchises operated for less than twelve months. Of the 130 franchises that transferred their franchise business to a third party, 3 transferred their franchise business after operating for less than twelve months.

Some franchisees reporting Paid Sales information have chosen to operate with a sales employee on either a full or part-time basis. Having an employee may impact their Paid Sales. We do not track which franchisees have sales employees.

If a franchisee operated an additional franchise, that additional franchise is reported as a separate "franchise" in the Statement.

The Statement does not include information on Paid Sales for Snap-on employees who sell tools and equipment to customers that are similar to a franchisee's customers or Paid Sales of Independents because Independents are not required to submit Paid Sales information.

## II. Definition of "Paid Sales".

Snap-on franchisees do not have to report their total revenue to us. A franchisee's Paid Sales (defined below) should approximate "total revenues," except that a franchisee's sales of tools and equipment purchased from a source other than Snap-on and the value of tools and equipment accepted by a franchisee as a trade-in may not be included in the Paid Sales figure reported to us.

A franchisee's Paid Sales means the sum of: (1) all of the franchisee's cash sales and revolving account collections; and (2) all open accounts and credit sales assigned to Snap-on or Snap-on Credit by the franchisee. To the extent sales taxes are reported to Snap-on by franchisee, they are included in Paid Sales (each of these terms is defined below). All franchisees included in the Statement were requested to use the same definition of Paid Sales in the reports submitted to Snap-on.

Cash Sales - Those sales for which a franchisee receives a cash payment, which includes debit and credit card payments, at the time of the sale, including any cash down payment received on an open account, credit sale or a lease.

Revolving Account Collections - As described in Item 7, Revolving Account sales are credit sales between a franchisee and a franchisee's customer where a franchisee extends personal credit, usually at no interest, to finance the customer's purchase of tools and equipment. Revolving account collections are the collections made by a franchisee on revolving account financing extended by the franchisee.

Open Account Sales - Open account sales are short term credit sales made by a franchisee to businesses which the franchisee assigns to Snap-on and for which Snap-on gives the franchisee immediate credit as if the franchisee's customer had paid in cash (See Item 10). Included in Paid Sales is the dollar amount of the credit (which excludes any down payment and trade-in allowance) given to a franchisee when Snap-on accepted assignment of an open account.

Credit Sales - For certain customer purchases a franchisee may assign to Snap-on Credit with Snapon Credit's consent the credit sales contracts (including "Extended Credit Contracts") for customer purchases (See Item 10). Snap-on Credit credits a franchisee the net sales price (which excludes any down payment and trade-in allowance) for the tools or equipment being sold. This credit is included in Paid Sales.

Sales Tax - Most states require that a franchisee collect and pay sales tax on purchases made by franchisee's customers. To the extent sales taxes are reported to Snap-on by the franchisee they are included in Paid Sales.

## III. Other Notes and Assumptions.

Percentage totals may not equal $100 \%$ due to rounding.
Reported Paid Sales are based on franchisee reports submitted weekly and do not correspond exactly with the calendar year. Some weekly reports cover Paid Sales beginning a few days before the start
of the calendar year; others end a few days after. In all cases, Paid Sales figures above reflect no more than one year's Paid Sales.

The Statement reflects the various levels of Paid Sales in all parts of the United States, and the level of sales may vary based on several factors such as: your management skills, experience and business acumen, local economic conditions, local market for your Products and services and competition.

Substantiation of the data used in preparing this Statement will be made available to you upon reasonable request; however, no information that relates to any specific franchise will be made available.

## Gross Profit

The common definition of gross profit is the net sales made less the cost of goods sold.
We sell Products to you at discounts ranging between $10 \%$ and $43.9 \%$ from suggested prices. Based on all franchisee purchases of Products from Snap-on in 2021, the average discount from suggested prices was 33.75 percent. This percentage also includes cash discount for the timely payment for Products purchased, but does not include any additional discount that may be offered by Snap-on from time to time.

You need to be aware that we do not have records that identify the actual selling price of Products sold by franchisees or the value of Products purchased by franchisee from suppliers other than Snapon. This calculation assumes that the sale of Products by franchisees is at the suggested price. As it would apply to an individual franchisee, it is assumed that Products were sold at the suggested price; however, it is likely that some franchisees sell above suggested prices, that some sell under suggested prices and that some sell certain Products above and certain Products below suggested prices. It also assumes that a franchisee sells an average mix of Products, but the specific mix will likely vary by franchisee. You should also remember that this percentage is computed only for Products purchased from us and does not include items purchased from outside sources.

This percentage is provided to you only as a guide as you determine your expected gross profit. You should not consider this as the actual or probable gross profit percentage that you will achieve. It will vary based on the Product mix you sell and the selling price at which you sell those Products.

Substantiation of the data used in arriving at this percentage will be made available to you upon reasonable request.

A sample evaluation Worksheet is attached as Appendix N .
Other than the preceding financial performance representations, we do not make any financial performance representations. We also do not authorize our employees or representatives to make any such representations either orally or in writing. If you are purchasing an existing company outlet, however, we may provide you with the actual records of that outlet. If you receive any other financial performance information or projections of your future income, you should report it to our management by contacting Thomas Kasbohm, Director - Franchise System, 2801 80 Sth Street, Kenosha, Wisconsin, 53143 (262.656.5753), the Federal Trade Commission, and the appropriate state regulatory agencies.
You will be asked to sign the Claims Representation Form attached as Appendix M as confirmation that you have not received any financial performance representations other than as provided in this Item 19. Please carefully consider this, and accurately complete this form.

ITEM 20

## OUTLETS AND FRANCHISEE INFORMATION

For purposes of this Item 20, an "outlet" is analogous to the route or List of Calls that a franchisee will service. Although a route or List of Calls changes from time to time, for purposes of this Item 20 we have considered an outlet to be the same if it remains substantially similar. We have included outlets operated by Independents as a franchised outlet because the outlets are similar to those operated by franchisees. As of January 1, 2022, there were 42 Independent outlets.

## System-wide Outlet Summary for Years 2019-2021

The chart below shows the total number of franchises and company-owned outlets for the last three fiscal years ending January 1, 2022, January 2, 2021, and December 28, 2019.
(Table No. 1)

| (Column 1) <br> Outlet Type | (Column 2) <br> Year | (Column 3) <br> Outlets at the <br> Start of the Year | (Column 4) <br> Outlets at the <br> End of the Year | (Column 5) <br> Net Change |
| :---: | :---: | :---: | :---: | :---: |
| Franchised | 2019 | 3327 | 3302 | -25 |
|  | 2020 | 3302 | 3280 | -22 |
|  | 2021 | 3280 | 3287 | +7 |
|  | 2019 | 106 | 139 | +33 |
|  | 2020 | 139 | 137 | -2 |
|  | 2021 | 137 | 141 | +4 |
| TOTAL OutLETS | 2019 | 3433 | 3441 | +8 |
|  | 2020 | 3441 | 3417 | -24 |
|  | 2021 | 3417 | 3428 | +11 |

Note: The total Outlets at the End of the Year 2021 in the chart above excludes 23 franchise outlets for which Snap-on entered into a franchise agreement, but the outlets were not operational as of the fiscal year ending January 1, 2022. As of the Effective Date of this disclosure document, all but 2 of these Outlets are in operation.

## Transfers of Outlets from Franchisees to New Owners (other than the Franchisor) for Years 2019-2021

The chart below sets forth, on a state-by-state basis, the number of outlets transferred by a franchisee during the last three fiscal years ending January 1, 2022, January 2, 2021, and December 28, 2019. A transfer occurs when the franchisee transfers its interest in an outlet to a person other than Snap-on or any affiliate of Snap-on.
(Table No. 2)

| (Column 1) <br> State | (Column 2) <br> Year | (Column 3) <br> Number of <br> Transfers |
| :---: | :---: | :---: |
| AL | 2019 | 0 |
|  | 2020 | 0 |
|  | 2021 | 0 |
| AK | 2019 | 1 |
|  | 2020 | 0 |
|  | 2021 | 0 |


| (Column 1) State | $\begin{gathered} \text { (Column 2) } \\ \text { Year } \end{gathered}$ | (Column 3) <br> Number of Transfers |
| :---: | :---: | :---: |
| AZ | 2019 | 3 |
|  | 2020 | 5 |
|  | 2021 | 1 |
| AR | 2019 | 0 |
|  | 2020 | 1 |
|  | 2020 | 0 |
| CA | 2019 | 10 |
|  | 2020 | 12 |
|  | 3030 | 13 |
| CO | 2019 | 5 |
|  | 2020 | 5 |
|  | 2021 | 8 |
| CT | 2019 | 1 |
|  | 2020 | 1 |
|  | 2020 | 0 |
| DE | 2019 | 0 |
|  | 2020 | 0 |
|  | 2021 | 0 |
| FL | 2019 | 7 |
|  | 2020 | 8 |
|  | 2021 | 9 |
| GA | 2019 | 4 |
|  | 2020 | 7 |
|  | 2021 | 5 |
| HI | 2019 | 0 |
|  | 2020 | 0 |
|  | 2021 | 0 |
| ID | 2019 | 1 |
|  | 2020 | 1 |
|  | 2021 | 0 |
| IL | 2019 | 5 |
|  | 2020 | 2 |
|  | 2021 | 3 |
| IN | 2019 | 4 |
|  | 2020 | 5 |
|  | 2021 | 2 |
| IA | 2019 | 1 |
|  | 2020 | 3 |
|  | 2021 | 3 |
| KS | 2019 | 0 |
|  | 2020 | 2 |
|  | 2021 | 2 |
| KY | 2019 | 2 |
|  | 2020 | 4 |
|  | 2021 | 9 |


| (Column 1) State | (Column 2) Year | (Column 3) <br> Number of <br> Transfers |
| :---: | :---: | :---: |
| LA | 2019 | 0 |
|  | 2020 | 0 |
|  | 2021 | 0 |
| ME | 2019 | 0 |
|  | 2020 | 1 |
|  | 2021 | 0 |
| MD | 2019 | 1 |
|  | 2020 | 4 |
|  | 2021 | 1 |
| MA | 2019 | 1 |
|  | 2020 | 6 |
|  | 2021 | 1 |
| MI | 2019 | 5 |
|  | 2020 | 11 |
|  | 2021 | 5 |
| MN | 2019 | 3 |
|  | 2020 | 0 |
|  | 2021 | 0 |
| MS | 2019 | 1 |
|  | 2020 | 2 |
|  | 2021 | 0 |
| MO | 2019 | 3 |
|  | 2020 | 0 |
|  | 2021 | 2 |
| MT | 2019 | 1 |
|  | 2020 | 0 |
|  | 2021 | 0 |
| NE | 2019 | 1 |
|  | 2020 | 1 |
|  | 2021 | 1 |
| NV | 2019 | 0 |
|  | 2020 | 0 |
|  | 2021 | 0 |
| NH | 2019 | 1 |
|  | 2020 | 5 |
|  | 2021 | 1 |
| NJ | 2019 | 5 |
|  | 2020 | 2 |
|  | 2021 | 1 |
| NM | 2019 | 0 |
|  | 2020 | 0 |
|  | 2021 | 0 |
| NY | 2019 | 7 |
|  | 2020 | 6 |
|  | 2021 | 7 |


| (Column 1) State | $\begin{gathered} \text { (Column 2) } \\ \text { Year } \end{gathered}$ | (Column 3) <br> Number of Transfers |
| :---: | :---: | :---: |
| NC | 2019 | 8 |
|  | 2020 | 8 |
|  | 2021 | 10 |
| ND | 2019 | 0 |
|  | 2020 | 1 |
|  | 2021 | 1 |
| OH | 2019 | 11 |
|  | 2020 | 10 |
|  | 2021 | 3 |
| OK | 2019 | 5 |
|  | 2020 | 1 |
|  | 2021 | 3 |
| OR | 2019 | 4 |
|  | 2020 | 2 |
|  | 2021 | 1 |
| PA | 2019 | 8 |
|  | 2020 | 3 |
|  | 2021 | 1 |
| RI | 2019 | 1 |
|  | 2020 | 1 |
|  | 2021 | 0 |
| SC | 2019 | 2 |
|  | 2020 | 2 |
|  | 2021 | 5 |
| SD | 2019 | 0 |
|  | 2020 | 1 |
|  | 2021 | 1 |
| TN | 2019 | 1 |
|  | 2020 | 3 |
|  | 2021 | 0 |
| TX | 2019 | 7 |
|  | 2020 | 8 |
|  | 2021 | 10 |
| UT | 2019 | 0 |
|  | 2020 | 0 |
|  | 2021 | 1 |
| VT | 2019 | 0 |
|  | 2020 | 0 |
|  | 2021 | 3 |
| VA | 2019 | 1 |
|  | 2020 | 3 |
|  | 2021 | 8 |
| WA | 2019 | 2 |
|  | 2020 | 4 |
|  | 2021 | 5 |


| (Column 1) <br> State | (Column 2) <br> Year | (Column 3) <br> Number of <br> Transfers |
| :---: | :---: | :---: |
| WV | 2019 | 1 |
|  | 2020 | 0 |
|  | 2021 | 0 |
| WI | 2019 | 6 |
|  | 2020 | 3 |
|  | 2021 | 4 |
| WY | 2019 | 0 |
|  | 2020 | 0 |
|  | 2021 | 0 |
|  | 2019 | 0 |
|  | 2020 | 0 |
| PR | 2021 | 0 |
|  | 2019 | 0 |
|  | 2020 | 0 |
| ToTAL | 2021 | 0 |
|  | 2019 | 130 |
|  | 2020 | 145 |

Status of Franchise Outlets for Years 2019-2021
The chart below sets forth, on a state-by-state basis, the status of outlets owned by franchisees for the last three fiscal years ending January 1, 2022, January 2, 2021, and December 28, 2019.
(Table No. 3)

| (Col. 1) State | (Col. 2) <br> Year | (Col. 3) Outlets at Start of Year | (Col. 4) Outlets Opened | (Col. 5) Terminations | $\begin{array}{\|c} \text { (Col. 6) } \\ \text { Non- } \\ \text { Renewals } \end{array}$ | (Col. 7) Reacquired by Franchisor | (Col. 8) <br> Ceased <br> Operations <br> - Other <br> Reasons | (Col. 9) <br> Outlets <br> at End of Year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| AL | 2019 | 42 | 4 | 0 | 0 | 6 | 0 | 39 |
|  | 2020 | 39 | 3 | 0 | 0 | 4 | 0 | 38 |
|  | 2021 | 38 | 4 | 0 | 0 | 4 | 0 | 37 |
| AK | 2019 | 13 | 0 | 0 | 0 | 0 | 0 | 13 |
|  | 2020 | 13 | 0 | 0 | 0 | 1 | 0 | 12 |
|  | 2021 | 12 | 0 | 0 | 0 | 0 | 0 | 12 |
| AZ | 2019 | 55 | 7 | 0 | 0 | 3 | 0 | 59 |
|  | 2020 | 59 | 4 | 0 | 0 | 4 | 0 | 59 |
|  | 2021 | 59 | 6 | 0 | 0 | 5 | 0 | 60 |
| AR | 2019 | 35 | 0 | 0 | 0 | 0 | 0 | 37 |
|  | 2020 | 37 | 2 | 0 | 0 | 2 | 0 | 37 |
|  | 2021 | 37 | 2 | 0 | 0 | 2 | 0 | 37 |
| CA | 2019 | 346 | 24 | 0 | 0 | 25 | 0 | 348 |
|  | 2020 | 348 | 21 | 0 | 0 | 29 | 0 | 338 |
|  | 2021 | 338 | 22 | 0 | 0 | 23 | 0 | 337 |
| CO | 2019 | 72 | 2 | 0 | 0 | 2 | 0 | 71 |
|  | 2020 | 71 | 1 | 0 | 0 | 3 | 0 | 70 |
|  | 2021 | 70 | 2 | 0 | 0 | 1 | 0 | 71 |
| CT | 2019 | 38 | 2 | 0 | 0 | 1 | 0 | 35 |
|  | 2020 | 35 | 3 | 0 | 0 | 1 | 0 | 37 |
|  | 2021 | 37 | 2 | 0 | 0 | 2 | 0 | 37 |


| (Col. 1) <br> State | $\begin{aligned} & \text { (Col. 2) } \\ & \text { Year } \end{aligned}$ | (Col. 3) Outlets at Start of Year | (Col. 4) Outlets Opened | (Col. 5) Terminations | (Col. 6) NonRenewals | (Col. 7) Reacquired by Franchisor | (Col. 8) Ceased Operations - Other Reasons | (Col. 9) Outlets at End of Year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| DE | 2019 | 8 | 2 | 0 | 0 | 3 | 0 | 11 |
|  | 2020 | 11 | 0 | 0 | 0 | 0 | 0 | 11 |
|  | 2021 | 11 | 0 | 0 | 0 | 0 | 0 | 11 |
| FL | 2019 | 165 | 13 | 1 | 0 | 12 | 0 | 162 |
|  | 2020 | 162 | 5 | 1 | 0 | 8 | 0 | 158 |
|  | 2021 | 158 | 12 | 0 | 0 | 7 | 0 | 165 |
| GA | 2019 | 91 | 8 | 0 | 0 | 5 | 0 | 94 |
|  | 2020 | 94 | 7 | 0 | 0 | 9 | 0 | 90 |
|  | 2021 | 90 | 8 | 0 | 0 | 5 | 0 | 92 |
| HI | 2019 | 14 | 1 | 0 | 0 | 1 | 0 | 14 |
|  | 2020 | 14 | 0 | 0 | 0 | 3 | 0 | 11 |
|  | 2021 | 11 | 1 | 0 | 0 | 0 | 0 | 12 |
| ID | 2019 | 19 | 2 | 0 | 0 | 2 | 0 | 17 |
|  | 2020 | 17 | 3 | 0 | 0 | 4 | 0 | 16 |
|  | 2021 | 16 | 3 | 0 | 0 | 2 | 0 | 17 |
| IL | 2019 | 122 | 6 | 0 | 0 | 9 | 0 | 120 |
|  | 2020 | 120 | 10 | 1 | 0 | 10 | 0 | 119 |
|  | 2021 | 119 | 6 | 0 | 0 | 7 | 0 | 118 |
| IN | 2019 | 73 | 6 | 0 | 0 | 6 | 0 | 72 |
|  | 2020 | 72 | 4 | 0 | 0 | 4 | 0 | 71 |
|  | 2021 | 71 | 4 | 0 | 0 | 2 | 0 | 73 |
| IA | 2019 | 52 | 3 | 0 | 0 | 3 | 0 | 52 |
|  | 2020 | 52 | 4 | 0 | 0 | 2 | 0 | 54 |
|  | 2021 | 54 | 0 | 0 | 0 | 2 | 0 | 52 |
| KS | 2019 | 37 | 1 | 0 | 0 | 1 | 0 | 35 |
|  | 2020 | 35 | 2 | 0 | 0 | 0 | 0 | 37 |
|  | 2021 | 37 | 1 | 0 | 0 | 0 | 0 | 38 |
| KY | 2019 | 49 | 4 | 0 | 0 | 2 | 0 | 48 |
|  | 2020 | 48 | 2 | 0 | 0 | 3 | 0 | 47 |
|  | 2021 | 47 | 0 | 0 | 0 | 1 | 0 | 46 |
| LA | 2019 | 28 | 1 | 0 | 0 | 1 | 0 | 28 |
|  | 2020 | 28 | 4 | 0 | 0 | 3 | 0 | 29 |
|  | 2021 | 29 | 1 | 0 | 0 | 3 | 0 | 26 |
| ME | 2019 | 19 | 1 | 0 | 0 | 0 | 0 | 20 |
|  | 2020 | 20 | 1 | 0 | 0 | 0 | 0 | 21 |
|  | 2021 | 21 | 2 | 0 | 0 | 1 | 0 | 22 |
| MD | 2019 | 79 | 2 | 0 | 0 | 4 | 0 | 74 |
|  | 2020 | 74 | 4 | 0 | 0 | 2 | 0 | 76 |
|  | 2021 | 76 | 2 | 0 | 0 | 5 | 0 | 72 |
| MA | 2019 | 77 | 5 | 0 | 0 | 5 | 0 | 81 |
|  | 2020 | 81 | 2 | 0 | 0 | 5 | 0 | 78 |
|  | 2021 | 78 | 2 | 0 | 0 | 2 | 0 | 78 |
| MI | 2019 | 118 | 6 | 0 | 0 | 10 | 0 | 114 |
|  | 2020 | 114 | 3 | 0 | 0 | 2 | 0 | 114 |
|  | 2021 | 114 | 4 | 0 | 0 | 3 | 0 | 114 |
| MN | 2019 | 56 | 5 | 0 | 0 | 7 | 0 | 60 |
|  | 2020 | 60 | 3 | 0 | 0 | 6 | 0 | 57 |
|  | 2021 | 57 | 4 | 0 | 0 | 4 | 0 | 57 |


| (Col. 1) State | $\begin{aligned} & \text { (Col. 2) } \\ & \text { Year } \end{aligned}$ | (Col. 3) Outlets at Start of Year | (Col. 4) Outlets Opened | (Col. 5) Terminations | $\begin{array}{\|c} \text { (Col. 6) } \\ \text { Non- } \\ \text { Renewals } \end{array}$ | (Col. 7) Reacquired by Franchisor | (Col. 8) Ceased Operations - Other Reasons | (Col. 9) Outlets at End of Year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| MS | 2019 | 25 | 1 | 0 | 0 | 2 | 0 | 20 |
|  | 2020 | 20 | 1 | 0 | 0 | 1 | 0 | 20 |
|  | 2021 | 20 | 0 | 0 | 0 | 0 | 0 | 21 |
| MO | 2019 | 57 | 7 | 0 | 0 | 8 | 0 | 60 |
|  | 2020 | 60 | 7 | 0 | 0 | 3 | 0 | 65 |
|  | 2021 | 65 | 3 | 0 | 0 | 1 | 0 | 67 |
| MT | 2019 | 18 | 1 | 0 | 0 | 0 | 0 | 19 |
|  | 2020 | 19 | 2 | 0 | 0 | 5 | 0 | 16 |
|  | 2021 | 16 | 1 | 0 | 0 | 4 | 0 | 13 |
| NE | 2019 | 31 | 3 | 0 | 0 | 2 | 0 | 34 |
|  | 2020 | 34 | 2 | 0 | 0 | 3 | 0 | 32 |
|  | 2021 | 32 | 2 | 0 | 0 | 1 | 0 | 33 |
| NV | 2019 | 25 | 5 | 0 | 0 | 3 | 0 | 27 |
|  | 2020 | 27 | 0 | 0 | 0 | 1 | 0 | 26 |
|  | 2021 | 26 | 4 | 0 | 0 | 5 | 0 | 25 |
| NH | 2019 | 33 | 2 | 0 | 0 | 2 | 0 | 28 |
|  | 2020 | 28 | 0 | 0 | 0 | 0 | 0 | 28 |
|  | 2021 | 28 | 0 | 0 | 0 | 0 | 0 | 28 |
| NJ | 2019 | 109 | 4 | 0 | 0 | 3 | 0 | 108 |
|  | 2020 | 108 | 5 | 0 | 0 | 7 | 0 | 105 |
|  | 2021 | 105 | 9 | 0 | 0 | 9 | 0 | 105 |
| NM | 2019 | 13 | 0 | 0 | 0 | 1 | 0 | 12 |
|  | 2020 | 12 | 2 | 0 | 0 | 1 | 0 | 13 |
|  | 2021 | 13 | 1 | 0 | 0 | 0 | 0 | 14 |
| NY | 2019 | 188 | 7 | 1 | 0 | 8 | 0 | 182 |
|  | 2020 | 182 | 6 | 0 | 0 | 6 | 0 | 182 |
|  | 2021 | 182 | 8 | 0 | 0 | 13 | 0 | 177 |
| NC | 2019 | 88 | 7 | 1 | 0 | 4 | 0 | 90 |
|  | 2020 | 90 | 6 | 0 | 0 | 4 | 0 | 91 |
|  | 2021 | 91 | 4 | 0 | 0 | 4 | 0 | 91 |
| ND | 2019 | 15 | 1 | 0 | 0 | 1 | 0 | 16 |
|  | 2020 | 16 | 0 | 0 | 0 | 0 | 0 | 16 |
|  | 2021 | 16 | 1 | 0 | 0 | 1 | 0 | 16 |
| OH | 2019 | 125 | 1 | 0 | 0 | 3 | 0 | 130 |
|  | 2020 | 130 | 8 | 0 | 0 | 5 | 0 | 134 |
|  | 2021 | 134 | 3 | 0 | 0 | 2 | 0 | 136 |
| OK | 2019 | 53 | 2 | 0 | 0 | 5 | 0 | 49 |
|  | 2020 | 49 | 6 | 0 | 0 | 8 | 0 | 48 |
|  | 2021 | 48 | 5 | 0 | 0 | 5 | 0 | 47 |
| OR | 2019 | 43 | 2 | 0 | 0 | 3 | 0 | 46 |
|  | 2020 | 46 | 1 | 0 | 0 | 1 | 0 | 46 |
|  | 2021 | 46 | 4 | 0 | 0 | 6 | 0 | 44 |
| PA | 2019 | 181 | 13 | 1 | 0 | 15 | 0 | 187 |
|  | 2020 | 187 | 10 | 0 | 0 | 14 | 0 | 183 |
|  | 2021 | 183 | 17 | 0 | 0 | 14 | 0 | 186 |
| RI | 2019 | 8 | 2 | 0 | 0 | 1 | 0 | 14 |
|  | 2020 | 14 | 0 | 0 | 0 | 0 | 0 | 14 |
|  | 2021 | 14 | 2 | 0 | 0 | 2 | 0 | 14 |


| (Col. 1) <br> State | (Col. 2) Year | (Col. 3) Outlets at Start of Year | (Col. 4) Outlets Opened | (Col. 5) Terminations | $\begin{array}{\|c} \text { (Col. 6) } \\ \text { Non- } \\ \text { Renewals } \end{array}$ | (Col. 7) Reacquired by Franchisor | (Col. 8) <br> Ceased <br> Operations <br> - Other <br> Reasons | (Col. 9) Outlets at End of Year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SC | 2019 | 41 | 3 | 0 | 0 | 3 | 0 | 42 |
|  | 2020 | 42 | 3 | 0 | 0 | 2 | 0 | 43 |
|  | 2021 | 43 | 1 | 0 | 0 | 1 | 0 | 43 |
| SD | 2019 | 16 | 1 | 0 | 0 | 2 | 0 | 14 |
|  | 2020 | 14 | 1 | 0 | 0 | 1 | 0 | 14 |
|  | 2021 | 14 | 0 | 0 | 0 | 0 | 0 | 14 |
| TN | 2019 | 52 | 4 | 0 | 0 | 5 | 0 | 56 |
|  | 2020 | 56 | 3 | 0 | 0 | 3 | 0 | 56 |
|  | 2021 | 56 | 3 | 0 | 0 | 2 | 0 | 57 |
| TX | 2019 | 247 | 9 | 0 | 0 | 12 | 0 | 244 |
|  | 2020 | 244 | 18 | 0 | 0 | 13 | 0 | 248 |
|  | 2021 | 248 | 10 | 0 | 0 | 12 | 0 | 247 |
| UT | 2019 | 34 | 3 | 0 | 0 | 5 | 0 | 31 |
|  | 2020 | 31 | 2 | 0 | 0 | 1 | 0 | 32 |
|  | 2021 | 32 | 3 | 0 | 0 | 1 | 0 | 34 |
| VT | 2019 | 14 | 0 | 0 | 0 | 0 | 0 | 15 |
|  | 2020 | 15 | 1 | 0 | 0 | 1 | 0 | 15 |
|  | 2021 | 15 | 0 | 0 | 0 | 0 | 0 | 15 |
| VA | 2019 | 102 | 3 | 0 | 0 | 10 | 0 | 93 |
|  | 2020 | 93 | 5 | 0 | 0 | 6 | 0 | 92 |
|  | 2021 | 92 | 9 | 0 | 0 | 9 | 0 | 92 |
| WA | 2019 | 62 | 2 | 0 | 0 | 2 | 0 | 58 |
|  | 2020 | 58 | 7 | 0 | 0 | 7 | 0 | 56 |
|  | 2021 | 56 | 6 | 0 | 0 | 3 | 0 | 58 |
| WV | 2019 | 19 | 0 | 0 | 0 | 0 | 0 | 15 |
|  | 2020 | 15 | 3 | 0 | 0 | 1 | 0 | 17 |
|  | 2021 | 17 | 2 | 0 | 0 | 2 | 0 | 17 |
| WI | 2019 | 88 | 4 | 0 | 0 | 5 | 0 | 76 |
|  | 2020 | 76 | 3 | 0 | 0 | 3 | 0 | 76 |
|  | 2021 | 76 | 4 | 0 | 0 | 3 | 0 | 77 |
| WY | 2019 | 13 | 0 | 0 | 0 | 0 | 0 | 14 |
|  | 2020 | 14 | 1 | 0 | 0 | 1 | 0 | 14 |
|  | 2021 | 14 | 0 | 0 | 0 | 2 | 0 | 12 |
| DC | 2019 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
|  | 2020 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
|  | 2021 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| PR | 2019 | 18 | 1 | 0 | 0 | 1 | 0 | 18 |
|  | 2020 | 18 | 0 | 0 | 0 | 0 | 0 | 18 |
|  | 2021 | 18 | 1 | 0 | 0 | 0 | 0 | 19 |
| Total | 2019 | 3327 | 193 | 4 | 0 | 214 | 0 | 3302 |
|  | 2020 | 3302 | 191 | 2 | 0 | 203 | 0 | 3280 |
|  | 2021 | 3280 | 191 | 0 | 0 | 183 | 0 | 3287 |

Note: The total Outlets Opened and Outlets at End of Year 2021 in the chart above, excludes 23 franchise outlets for which Snap-on entered into a franchise agreement, but the outlets were not operational as of the fiscal year ending January 1, 2022. Of the 23, 1 (1-WA) was as the result of a transfer that was not operational at end of year 2021. As of the Effective Date of this disclosure document, all but 2 of these outlets are in operation.

NOTE: The Outlet count for fiscal year ending December 28, 2019, was adjusted to reflect the state
where the majority of the stops on the List of Calls is located. In the previous fiscal year the Outlet count reflected the state where the franchisee resided.

Note: In the Outlet counts for 2020, the following adjustments were made to reflect the state where the majority of the stops on the List of Calls is located at end of year: $\mathrm{IN}, \mathrm{MI}, \mathrm{MO}, \mathrm{MT}, \mathrm{OH}, \mathrm{OK}$, and TX.

Note: In the Outlet counts for 2021, the following adjustments were made to reflect the state where the majority of the stops on the List of Calls is located at end of year: AL, FL, GA, LA, MD, MI, MS, OH, OK, TX, WA and District of Columbia.

Notes: In the table above, certain outlets or franchises changed ownership two or more times during the same fiscal year. Set forth below is a description of those changes:

AL 2019-2 Franchises ceased operations in 2019, were reacquired by Snap-on and re-franchised in 2019.

2020 - 1 Franchise ceased operations in 2020, was reacquired by Snap-on and re-franchised in 2020.

2021 - 1 Franchise ceased operations in 2021, was reacquired by Snap-on and re-franchised in 2021.

AR 2020-1 Franchise ceased operations in 2020, was reacquired by Snap-on and re-franchised in 2020.

2021 - 1 Franchise ceased operations in 2021, was reacquired by Snap-on and re-franchised in 2021.

AZ 2019-3 Franchises ceased operations in 2019, were reacquired by Snap-on and re-franchised in 2019.

2020 - 3 Franchises ceased operations in 2020, were reacquired by Snap-on and re-franchised in 2020.

2021 - 4 Franchises ceased operations in 2021, were reacquired by Snap-on and re-franchised in 2021.

CA 2019-15 Franchises ceased operations in 2019, were reacquired by Snap-on and refranchised in 2019.

2019 - 1 Independent ceased operations in 2019, was reacquired by Snap-on and refranchised in 2019.

2020 - 19 Franchises ceased operations in 2020, were reacquired by Snap-on and refranchised in 2020.

2020 - 1 Franchise ceased operations in 2020 and was re-franchised in 2020.
2020 - 1 Independent ceased operations in 2020, was reacquired by Snap-on and refranchised in 2020.

2021 - 1 Franchise was terminated for cause, was reacquired by Snap-on and re-franchised in 2021.

2021 - 1 Independent ceased operations in 2021, was reacquired by Snap-on, re-franchised in 2021, ceased operations again in 2021 and reacquired by Snap-on.

2021-1 Franchise ceased operations in 2021, was reacquired by Snap-on (with no assets) and re-franchised in 2021.

2021-11 Franchises ceased operations in 2021, were reacquired by Snap-on and refranchised in 2021.

CO 2019-1 Franchise ceased operations in 2019, was reacquired by Snap-on and re-franchised in 2019.

2021 - 1 Franchise ceased operations in 2021, was reacquired by Snap-on and re-franchised in 2021.

CT 2020 - 1 Independent ceased operations in 2020, was reacquired by Snap-on and refranchised in 2020.

2021 - 1 Franchise ceased operations in 2021, was reacquired by Snap-on and re-franchised in 2021.

DE 2019-2 Franchises ceased operations in 2019, were reacquired by Snap-on and re-franchised in 2019.

FL 2019 - 10 Franchises ceased operations in 2019, were reacquired by Snap-on and refranchised in 2019.

2020 - 2 Franchises ceased operations in 2020, were reacquired by Snap-on and re-franchised in 2020.

2020-1 Franchise was terminated for cause, was reacquired by Snap-on (with no assets) and re-franchised in 2020.

2021 - 5 Franchises ceased operations in 2021, were reacquired by Snap-on and re-franchised in 2021.

GA 2019-3 Franchises ceased operations in 2019, were reacquired by Snap-on and re-franchised in 2019.

2020 - 3 Franchises ceased operations in 2020, were reacquired by Snap-on and re-franchised in 2020.

2020-2 Franchises ceased operations in 2020, were reacquired by Snap-on, were refranchised in 2020, ceased operations again in 2020 and reacquired by Snap-on.

2021 - 5 Franchises ceased operations in 2021, were reacquired by Snap-on and re-franchised in 2021.

ID 2019-1 Franchise ceased operations in 2019, was reacquired by Snap-on and re-franchised in 2019.

2020 - 4 Franchises ceased operations in 2020, were reacquired by Snap-on and re-franchised in 2020.

2021 - 2 Franchises ceased operations in 2021, were reacquired by Snap-on and re-franchised in 2021.

IL 2019-4 Franchises ceased operations in 2019, were reacquired by Snap-on and re-franchised in 2019.

2020 - 5 Franchises ceased operations in 2020, were reacquired by Snap-on and re-franchised in 2020.

2021 - 1 Franchise ceased operations in 2021, was reacquired by Snap-on, was re-franchised in 2021, ceased operations again in 2021 and reacquired by Snap-on.

2021 - 2 Franchises ceased operations in 2021, were reacquired by Snap-on and re-franchised in 2021.

IN 2019-3 Franchises ceased operations in 2019, were reacquired by Snap-on and re-franchised in 2019.

2020 - 3 Franchises ceased operations in 2020, were reacquired by Snap-on and re-franchised in 2020.

2020 - 1 Franchise ceased operations in 2020 and was re-franchised in 2020.
2021 - 2 Franchises ceased operations in 2021, were reacquired by Snap-on and re-franchised in 2021.

IA 2019-1 Franchise ceased operations in 2019, was reacquired by Snap-on and re-franchised in 2019.

2020 - 2 Franchises ceased operations in 2020, were reacquired by Snap-on and re-franchised in 2020.

KY 2019-2 Franchises ceased operations in 2019, were reacquired by Snap-on and re-franchised in 2019.

2020 - 2 Franchises ceased operations in 2020, were reacquired by Snap-on and re-franchised in 2020.

LA 2020-1 Franchise ceased operations in 2020, was reacquired by Snap-on and re-franchised in 2020.

2021 - 1 Franchise ceased operations in 2021, was reacquired by Snap-on and re-franchised in 2021.

MD 2019-3 Franchises ceased operations in 2019, were reacquired by Snap-on and re-franchised in 2019.

2020 - 1 Franchise ceased operations in 2020, was reacquired by Snap-on and re-franchised in 2020.

2021-2 franchises ceased operations in 2021, were reacquired by Snap-on and re-franchised in 2021.

ME 2021-1 Franchise ceased operations in 2021, was reacquired by Snap-on and re-franchised in 2021.

MA 2019-2 Franchises ceased operations in 2019, were reacquired by Snap-on and re-franchised in 2019.

2020 - 3 Franchises ceased operations in 2020, were reacquired by Snap-on and re-franchised in 2020.

MI 2019-5 Franchises ceased operations in 2019, were reacquired by Snap-on and re-franchised in 2019.

2020 - 1 Franchise ceased operations in 2020, was reacquired by Snap-on and re-franchised in 2020

2021 - 1 Franchise ceased operations in 2021, was reacquired by Snap-on and re-franchised in 2021.

MN 2019-4 Franchises ceased operations in 2019, were reacquired by Snap-on and re-franchised in 2019.

2020 - 1 Franchise ceased operations in 2020, was reacquired by Snap-on and re-franchised in 2020.

2021 - 3 Franchises ceased operations in 2021, were reacquired by Snap-on and re-franchised in 2021.

MO 2019-3 Franchises ceased operations in 2019, were reacquired by Snap-on and re-franchised in 2019.

2020 - 1 Franchise ceased operations in 2020, was reacquired by Snap-on and re-franchised in 2020.

MS 2019-1 Franchise ceased operations in 2019, was reacquired by Snap-on and re-franchised in 2019.

MT 2020-2 Franchises ceased operations in 2020, were reacquired by Snap-on and re-franchised in 2020.

2021 - 3 Franchises ceased operations in 2021, were reacquired by Snap-on and re-franchised in 2021.

ND 2019-1 Franchise ceased operations in 2019, was reacquired by Snap-on and re-franchised in 2019.

2021 - 1 Independent ceased operations in 2021, was reacquired by Snap-on and refranchised in 2021.

NE 2019-2 Franchises ceased operations in 2019, were reacquired by Snap-on and re-franchised in 2019.

2020 - 2 Franchises ceased operations in 2020, were reacquired by Snap-on and re-franchised in 2020.

2021 - 1 Franchise ceased operations in 2021, was reacquired by Snap-on and re-franchised in 2021.

NV 2019-3 Franchises ceased operations in 2019, were reacquired by Snap-on and re-franchised in 2019.

2021 - 4 Franchises ceased operations in 2021, were reacquired by Snap-on and re-franchised in 2021.

NH 2019 - 1 Independent ceased operations in 2019, was reacquired by Snap-on and refranchised in 2019.

2019 - 1 Franchise ceased operations in 2019, was reacquired by Snap-on and re-franchised in 2019.

NJ 2019-2 Franchises ceased operates in 2019, were reacquired by Snap-on and re-franchised in 2019.

2020 - 3 Franchises ceased operations in 2020, were reacquired by Snap-on and re-franchised in 2020.

2020 - 1 Franchise was terminated for cause in 2020, reacquired by Snap-on and re-franchised in 2020.

2020 - 1 Independent ceased operations in 2020, was reacquired by Snap-on and refranchised in 2020.

2021 - 5 Franchises ceased operations in 2021, were reacquired by Snap-on and re-franchised in 2021.

NY 2019-4 Franchises ceased operations in 2019, were reacquired by Snap-on and re-franchised in 2019.

2019 - 1 Franchise was terminated for cause in 2019, was reacquired by Snap-on and refranchised in 2019.

2019 - 1 Franchise was terminated for cause in 2019, was reacquired by Snap-on (with no assets), and re-franchised in 2019.

2020 - 3 Franchises ceased operations in 2020, were reacquired by Snap-on and re-franchised in 2020.

2021 - 7 Franchises ceased operations in 2021, were reacquired by Snap-on and re-franchised in 2021.

NC 2019-3 Franchises ceased operations in 2019, were reacquired by Snap-on and re-franchised in 2019.

2020 - 4 Franchises ceased operations in 2020, were reacquired by Snap-on and re-franchised in 2020.

2021 - 4 Franchises ceased operations in 2021, were reacquired by Snap-on and re-franchised in 2021.

OH 2019-1 Franchise ceased operations in 2019, was reacquired by Snap-on and re-franchised in 2019.

2020 - 3 Franchises ceased operations in 2020, were reacquired by Snap-on and re-franchised in 2020.

2020 - 1 Franchisee transferred to a $3^{\text {rd }}$ party in 2020, the Franchise ceased operations and was reacquired by Snap-on and re-franchised in 2020.

OK 2019-2 Franchises ceased operations in 2019, were reacquired by Snap-on and re-franchised in 2019.

2020 - 4 Franchises ceased operations in 2020, were reacquired by Snap-on and re-franchised in 2020.

2021 - 2 Franchises ceased operations in 2021, were reacquired by Snap-on and re-franchised in 2021.

OR 2019-2 Franchises ceased operations in 2019, were reacquired by Snap-on and re-franchised in 2019.

2020 - 1 Franchise ceased operations in 2020, was reacquired by Snap-on and re-franchised in 2020.

2021 - 4 Franchises ceased operations in 2021, were reacquired by Snap-on and re-franchised in 2021.

PA 2019-9 Franchises ceased operations in 2019, were reacquired by Snap-on and re-franchised in 2019.

2019 - 1 Franchise was terminated for cause, was reacquired by Snap-on (with no assets returned), and re-franchised in 2019.

2019 - 1 Franchise ceased operations in 2019, was reacquired by Snap-on, re-franchised in 2019, was reacquired by Snap-on and re-franchised again in 2019.

2020 - 9 Franchises ceased operations in 2020, were reacquired by Snap-on and re-franchised in 2020.

2020 - 1 Franchise was terminated for cause in 2020, was reacquired by Snap-on and refranchised in 2020.

2021-12 Franchises ceased operations in 2021, were reacquired by Snap-on and refranchised in 2021.

PR 2019-1 Franchise ceased operations in 2019, was reacquired by Snap-on and re-franchised in 2019.

RI 2019-1 Franchise ceased operations in 2019, was reacquired by Snap-on and re-franchised in 2019.

2021 - 2 Franchises ceased operations in 2021, were reacquired by Snap-on and re-franchised in 2021.

SC 2019-2 Franchises ceased operations in 2019, were reacquired by Snap-on and re-franchised in 2019.

2020 - 2 Franchises ceased operations in 2020, were reacquired by Snap-on and re-franchised in 2020.

SD 2019-2 Franchises ceased operations in 2019, were reacquired by Snap-on and re-franchised in 2019.

2020 - 1 Franchise ceased operations in 2020, was reacquired by Snap-on and re-franchised in 2020.

TN 2020-1 Franchise ceased operations in 2020, was reacquired by Snap-on and re-franchised in 2020.

2021 - 1 Franchise ceased operations in 2021, was reacquired by Snap-on and re-franchised in 2021.

TX 2019-7 Franchises ceased operations in 2019, were reacquired by Snap-on and re-franchised in 2019.

2019-1 Franchise ceased operations in 2019, was reacquired by Snap-on, re-franchised in 2019, ceased operations again in 2019 and was reacquired by Snap-on.

2020 - 6 Franchises ceased operations in 2020, were reacquired by Snap-on and re-franchised in 2020.

2020 - 1 Franchise ceased operations in 2020, was reacquired by Snap-on, re-franchised in 2020, ceased operations again in 2020 and was reacquired by Snap-on.

2020-1 Franchise started and ceased operations in 2020 and was reacquired by Snap-on in 2020.

2020 - 1 Franchise was terminated for cause in 2020, reacquired by Snap-on and re-franchised in 2020.

2021 - 8 Franchises ceased operations in 2021, were reacquired by Snap-on and re-franchised in 2021.

UT 2019-2 Franchises ceased operations in 2019, were reacquired by Snap-on and re-franchised in 2019.

2019 - 1 Franchise ceased operations in 2019, was reacquired by Snap-on, re-franchised in 2019, ceased operations again in 2019 and was reacquired by Snap-on.

2021 - 1 Franchise ceased operations in 2021, was reacquired by Snap-on and re-franchised in 2021.

VA 2019-4 Franchises ceased operations in 2019, were reacquired by Snap-on and re-franchised in 2019.

2020 - 2 Franchises ceased operations in 2020, were reacquired by Snap-on and re-franchised in 2020.

2021 - 7 Franchises ceased operations in 2021, were reacquired by Snap-on and re-franchised in 2021.

VT 2020-1 Franchise ceased operations in 2020, was reacquired by Snap-on and re-franchised in 2020.

WA 2020-6 Franchises ceased operations in 2020, were reacquired by Snap-on and re-franchised in 2020.

2021 - 2 Franchises ceased operations in 2021, were reacquired by Snap-on and re-franchised in 2021.

WI 2019-3 Franchises ceased operations in 2019, were reacquired by Snap-on and re-franchised in 2019.

2020 - 1 Franchise ceased operations in 2020, was reacquired by Snap-on and re-franchised in 2020.

2021 - 2 Franchises ceased operations in 2021, were reacquired by Snap-on and re-franchised in 2021.

WV 2020-1 Franchise ceased operations in 2020, was reacquired by Snap-on and re-franchised in 2020.

2021 - 2 Franchises ceased operations in 2021, were reacquired by Snap-on and re-franchised in 2021.

WY 2020-1 Franchise ceased operations in 2020, was reacquired by Snap-on and re-franchised in 2020.

The number of outlets reacquired by Snap-on includes outlets where the franchise was terminated for cause and the assets reacquired by Snap-on or where Snap-on unilaterally refused renewal and reacquired the assets. Because Snap-on also reacquires these outlets after the franchise has been terminated or not renewed by Snap-on, these outlets are set forth in the "Reacquired by Franchisor" column. The number of outlets in the "Terminations" column includes outlets where the franchise was terminated for cause, but Snap-on did not reacquire the assets or where Snap-on unilaterally refused renewal and did not reacquire the assets. Set forth below is a state-by-state listing of the number of franchises that were terminated for cause or not renewed by Snap-on during the last three fiscal years. The balance in the column represents the outlets where the franchisee ceased operations and the outlet was reacquired by Snap-on.

CA 2020-1 franchise was terminated for cause.
2021-1 franchise was terminated for cause.
FL 2019-1 franchise was terminated for cause.
2020-1 franchise terminated for cause.
2020-1 franchise was repurchased by Snap-on.
GA 2020-1 franchise was repurchased by Snap-on.
IL 2020-1 franchise was terminated for cause.
2020-2 franchises were repurchased by Snap-on.
NJ 2020-1 franchise was terminated for cause.
NM 2019-1 franchise was terminated for cause.
NY 2019-1 franchise was terminated for cause.
2019-1 Independent was terminated for cause.
2020-1 franchise was terminated for cause.

2021-1 franchise was repurchased by Snap-on.
NC 2019-1 franchise was terminated for cause.
OH 2020-1 franchise was repurchased by Snap-on.
PA 2019-1 franchise was terminated for cause.
2020-1 franchise was terminate for cause.
TX 2019-1 franchise was terminated for cause.
2020-1 franchise was terminated for cause.
2020-2 franchises were repurchased by Snap-on.

## Status of Company-Owned Outlets for Years 2019-2022

The chart below sets forth, on a state-by-state basis, the status of Company-owned outlets for the last three fiscal years ending January 1, 2022, January 2, 2021, and December 28, 2019.
(Table No. 4)

| (Col. 1) <br> State | (Col. 2) Year | (Col. 3) Outlets at Start of Year | (Col. 4) <br> Outlets <br> Opened | (Col. 5) Outlets Reacquired from <br> Franchisees | (Col. 6) Outlets Closed | (Col. 7) <br> Outlets Sold to Franchisees | (Col. 8) Outlets at End of Year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| AL | 2019 | 0 | 4 | 6 | 0 | 4 | 5 |
|  | 2020 | 5 | 0 | 4 | 4 | 3 | 2 |
|  | 2021 | 2 | 2 | 4 | 0 | 4 | 4 |
| AK | 2019 | 0 | 0 | 0 | 0 | 0 | 0 |
|  | 2020 | 0 | 1 | 1 | 1 | 0 | 1 |
|  | 2021 | 1 | 0 | 0 | 0 | 0 | 1 |
| AZ | 2019 | 4 | 1 | 3 | 2 | 7 | 3 |
|  | 2020 | 3 | 0 | 4 | 0 | 4 | 3 |
|  | 2021 | 3 | 2 | 5 | 2 | 6 | 2 |
| AR | 2019 | 1 | 2 | 0 | 0 | 0 | 3 |
|  | 2020 | 3 | 0 | 2 | 1 | 2 | 2 |
|  | 2021 | 2 | 0 | 2 | 1 | 2 | 1 |
| CA | 2019 | 8 | 12 | 25 | 6 | 24 | 13 |
|  | 2020 | 13 | 8 | 29 | 14 | 21 | 15 |
|  | 2021 | 15 | 7 | 23 | 8 | 22 | 15 |
| CO | 2019 | 1 | 1 | 2 | 0 | 2 | 2 |
|  | 2020 | 2 | 2 | 3 | 3 | 1 | 3 |
|  | 2021 | 3 | 1 | 1 | 0 | 2 | 3 |
| CT | 2019 | 2 | 2 | 1 | 1 | 2 | 3 |
|  | 2020 | 3 | 0 | 1 | 0 | 3 | 1 |
|  | 2021 | 1 | 0 | 2 | 0 | 2 | 1 |
| DE | 2019 | 0 | 0 | 3 | 0 | 2 | 0 |
|  | 2020 | 0 | 0 | 0 | 0 | 0 | 0 |
|  | 2021 | 0 | 0 | 0 | 0 | 0 | 0 |
| FL | 2019 | 6 | 2 | 12 | 2 | 13 | 5 |
|  | 2020 | 5 | 3 | 8 | 4 | 5 | 7 |
|  | 2021 | 7 | 3 | 7 | 0 | 12 | 5 |
| GA | 2019 | 3 | 2 | 5 | 2 | 8 | 2 |
|  | 2020 | 2 | 6 | 9 | 6 | 7 | 4 |
|  | 2021 | 4 | 3 | 5 | 0 | 8 | 4 |


| (Col. 1) State | (Col. 2) Year | (Col. 3) Outlets at Start of Year | (Col. 4) Outlets Opened | (Col. 5) <br> Outlets <br> Reacquired <br> from <br> Franchisees | (Col. 6) Outlets Closed | (Col. 7) <br> Outlets Sold to Franchisees | (Col. 8) Outlets at End of Year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| HI | 2019 | 1 | 0 | 1 | 1 | 1 | 0 |
|  | 2020 | 0 | 1 | 3 | 3 | 0 | 1 |
|  | 2021 | 1 | 1 | 0 | 0 | 1 | 1 |
| ID | 2019 | 0 | 2 | 2 | 1 | 2 | 1 |
|  | 2020 | 1 | 0 | 4 | 1 | 3 | 1 |
|  | 2021 | 1 | 1 | 2 | 1 | 3 | 0 |
| IL | 2019 | 5 | 4 | 9 | 2 | 6 | 8 |
|  | 2020 | 8 | 2 | 10 | 1 | 10 | 9 |
|  | 2021 | 9 | 2 | 7 | 2 | 6 | 10 |
| IN | 2019 | 2 | 2 | 6 | 1 | 6 | 4 |
|  | 2020 | 4 | 1 | 4 | 1 | 4 | 4 |
|  | 2021 | 4 | 2 | 2 | 1 | 4 | 3 |
| IA | 2019 | 2 | 0 | 3 | 1 | 3 | 1 |
|  | 2020 | 1 | 2 | 2 | 0 | 4 | 1 |
|  | 2021 | 1 | 1 | 2 | 2 | 0 | 2 |
| KS | 2019 | 2 | 1 | 1 | 0 | 1 | 3 |
|  | 2020 | 3 | 1 | 0 | 0 | 2 | 2 |
|  | 2021 | 2 | 1 | 0 | 1 | 1 | 1 |
| KY | 2019 | 2 | 0 | 2 | 2 | 4 | 0 |
|  | 2020 | 0 | 0 | 3 | 1 | 2 | 0 |
|  | 2021 | 0 | 1 | 1 | 1 | 0 | 1 |
| LA | 2019 | 1 | 1 | 1 | 1 | 1 | 2 |
|  | 2020 | 2 | 3 | 3 | 1 | 4 | 3 |
|  | 2021 | 3 | 0 | 3 | 2 | 1 | 3 |
| ME | 2019 | 2 | 1 | 0 | 2 | 1 | 3 |
|  | 2020 | 3 | 0 | 0 | 0 | 1 | 2 |
|  | 2021 | 2 | 1 | 1 | 1 | 2 | 1 |
| MD | 2019 | 1 | 2 | 4 | 1 | 2 | 2 |
|  | 2020 | 2 | 2 | 2 | 2 | 4 | 0 |
|  | 2021 | 0 | 0 | 5 | 3 | 2 | 0 |
| MA | 2019 | 1 | 2 | 5 | 0 | 5 | 3 |
|  | 2020 | 3 | 0 | 5 | 3 | 2 | 3 |
|  | 2021 | 3 | 3 | 2 | 1 | 2 | 5 |
| MI | 2019 | 6 | 0 | 10 | 2 | 6 | 6 |
|  | 2020 | 6 | 2 | 2 | 1 | 3 | 6 |
|  | 2021 | 6 | 2 | 3 | 0 | 4 | 7 |
| MN | 2019 | 2 | 3 | 7 | 3 | 5 | 4 |
|  | 2020 | 4 | 2 | 6 | 4 | 3 | 5 |
|  | 2021 | 5 | 3 | 4 | 2 | 4 | 6 |
| MS | 2019 | 3 | 0 | 2 | 1 | 1 | 2 |
|  | 2020 | 2 | 0 | 1 | 1 | 1 | 1 |
|  | 2021 | 1 | 2 | 0 | 0 | 0 | 3 |
| MO | 2019 | 3 | 6 | 8 | 3 | 7 | 6 |
|  | 2020 | 6 | 3 | 3 | 0 | 7 | 5 |
|  | 2021 | 5 | 3 | 1 | 0 | 3 | 6 |


| (Col. 1) State | (Col. 2) Year | (Col. 3) Outlets at Start of Year | (Col. 4) Outlets Opened | (Col. 5) <br> Outlets <br> Reacquired <br> from <br> Franchisees | (Col. 6) Outlets Closed | (Col. 7) Outlets Sold to Franchisees | (Col. 8) Outlets at End of Year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| MT | 2019 | 1 | 1 | 0 | 1 | 1 | 1 |
|  | 2020 | 1 | 0 | 5 | 4 | 2 | 0 |
|  | 2021 | 0 | 0 | 4 | 3 | 1 | 0 |
| NE | 2019 | 1 | 0 | 2 | 1 | 3 | 1 |
|  | 2020 | 1 | 0 | 3 | 1 | 2 | 1 |
|  | 2021 | 1 | 1 | 1 | 0 | 2 | 1 |
| NV | 2019 | 1 | 1 | 3 | 1 | 5 | 0 |
|  | 2020 | 0 | 1 | 1 | 1 | 0 | 1 |
|  | 2021 | 1 | 0 | 5 | 1 | 4 | 1 |
| NH | 2019 | 2 | 0 | 2 | 0 | 2 | 1 |
|  | 2020 | 1 | 0 | 0 | 1 | 0 | 0 |
|  | 2021 | 0 | 0 | 0 | 0 | 0 | 0 |
| NJ | 2019 | 2 | 0 | 3 | 0 | 4 | 1 |
|  | 2020 | 1 | 0 | 7 | 2 | 5 | 1 |
|  | 2021 | 1 | 2 | 9 | 1 | 9 | 2 |
| NM | 2019 | 6 | 2 | 1 | 1 | 0 | 7 |
|  | 2020 | 7 | 0 | 1 | 1 | 2 | 5 |
|  | 2021 | 5 | 1 | 0 | 1 | 1 | 4 |
| NY | 2019 | 4 | 1 | 8 | 5 | 7 | 3 |
|  | 2020 | 3 | 2 | 6 | 2 | 6 | 3 |
|  | 2021 | 3 | 5 | 13 | 7 | 8 | 6 |
| NC | 2019 | 4 | 2 | 4 | 3 | 7 | 6 |
|  | 2020 | 6 | 2 | 4 | 1 | 6 | 5 |
|  | 2021 | 5 | 0 | 4 | 1 | 4 | 4 |
| ND | 2019 | 0 | 0 | 1 | 0 | 1 | 0 |
|  | 2020 | 0 | 0 | 0 | 0 | 0 | 0 |
|  | 2021 | 0 | 0 | 1 | 0 | 1 | 0 |
| OH | 2019 | 1 | 2 | 3 | 1 | 1 | 3 |
|  | 2020 | 3 | 5 | 5 | 0 | 8 | 5 |
|  | 2021 | 5 | 2 | 2 | 2 | 3 | 4 |
| OK | 2019 | 1 | 0 | 5 | 1 | 2 | 0 |
|  | 2020 | 0 | 0 | 8 | 2 | 6 | 0 |
|  | 2021 | 0 | 0 | 5 | 0 | 5 | 0 |
| OR | 2019 | 1 | 0 | 3 | 0 | 2 | 0 |
|  | 2020 | 0 | 1 | 1 | 0 | 1 | 1 |
|  | 2021 | 1 | 1 | 6 | 4 | 4 | 0 |
| PA | 2019 | 2 | 2 | 15 | 3 | 13 | 4 |
|  | 2020 | 4 | 3 | 14 | 4 | 10 | 7 |
|  | 2021 | 7 | 2 | 14 | 2 | 17 | 4 |
| RI | 2019 | 0 | 0 | 1 | 0 | 2 | 0 |
|  | 2020 | 0 | 0 | 0 | 0 | 0 | 0 |
|  | 2021 | 0 | 0 | 2 | 0 | 2 | 0 |
| SC | 2019 | 2 | 2 | 3 | 1 | 3 | 2 |
|  | 2020 | 2 | 1 | 2 | 2 | 3 | 0 |
|  | 2021 | 0 | 1 | 1 | 0 | 1 | 1 |


| (Col. 1) <br> State | (Col. 2) Year | (Col. 3) Outlets at Start of Year | (Col. 4) <br> Outlets <br> Opened | (Col. 5) <br> Outlets <br> Reacquired <br> from <br> Franchisees | (Col. 6) Outlets Closed | (Col. 7) <br> Outlets Sold to Franchisees | (Col. 8) Outlets at End of Year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SD | 2019 | 0 | 0 | 2 | 1 | 1 | 0 |
|  | 2020 | 0 | 0 | 1 | 0 | 1 | 0 |
|  | 2021 | 0 | 0 | 0 | 0 | 0 | 0 |
| TN | 2019 | 2 | 2 | 5 | 3 | 4 | 3 |
|  | 2020 | 3 | 2 | 3 | 1 | 3 | 4 |
|  | 2021 | 4 | 1 | 2 | 1 | 3 | 3 |
| TX | 2019 | 9 | 2 | 12 | 2 | 9 | 9 |
|  | 2020 | 9 | 5 | 13 | 1 | 18 | 8 |
|  | 2021 | 8 | 5 | 12 | 5 | 10 | 10 |
| UT | 2019 | 2 | 1 | 5 | 1 | 3 | 2 |
|  | 2020 | 2 | 0 | 1 | 0 | 2 | 1 |
|  | 2021 | 1 | 3 | 1 | 1 | 3 | 1 |
| VT | 2019 | 0 | 0 | 0 | 0 | 0 | 0 |
|  | 2020 | 0 | 0 | 1 | 0 | 1 | 0 |
|  | 2021 | 0 | 0 | 0 | 0 | 0 | 0 |
| VA | 2019 | 3 | 3 | 10 | 2 | 3 | 6 |
|  | 2020 | 6 | 5 | 6 | 5 | 5 | 7 |
|  | 2021 | 7 | 2 | 9 | 0 | 9 | 9 |
| WA | 2019 | 2 | 1 | 2 | 1 | 2 | 3 |
|  | 2020 | 3 | 0 | 7 | 1 | 7 | 2 |
|  | 2021 | 2 | 2 | 3 | 0 | 6 | 1 |
| WV | 2019 | 1 | 2 | 0 | 0 | 0 | 4 |
|  | 2020 | 4 | 1 | 1 | 0 | 3 | 3 |
|  | 2021 | 3 | 0 | 2 | 0 | 2 | 3 |
| WI | 2019 | 1 | 1 | 5 | 0 | 4 | 1 |
|  | 2020 | 1 | 1 | 3 | 1 | 3 | 1 |
|  | 2021 | 1 | 1 | 3 | 0 | 4 | 1 |
| WY | 2019 | 0 | 1 | 0 | 0 | 0 | 1 |
|  | 2020 | 1 | 0 | 1 | 0 | 1 | 1 |
|  | 2021 | 1 | 0 | 2 | 2 | 0 | 1 |
| DC | 2019 | 0 | 0 | 0 | 0 | 0 | 0 |
|  | 2020 | 0 | 0 | 0 | 0 | 0 | 0 |
|  | 2021 | 0 | 0 | 0 | 0 | 0 | 0 |
| PR | 2019 | 0 | 0 | 1 | 2 | 1 | 0 |
|  | 2020 | 0 | 0 | 0 | 0 | 0 | 0 |
|  | 2021 | 0 | 1 | 0 | 0 | 1 | 0 |
| TOTAL | 2019 | 106 | 76 | 214 | 64 | 193 | 139 |
|  | 2020 | 139 | 68 | 203 | 82 | 191 | 137 |
|  | 2021 | 137 | 71 | 183 | 59 | 191 | 141 |

Notes: The "Outlets Closed" column includes company-owned outlets that ceased being operated by an employee. It also includes situations where the outlet or List of Calls has been dissolved and the "outlet" no longer exists as it had in prior years. The "Outlet Closed" column also includes the outlets or routes which are vacant at the end of the fiscal year and not being serviced by a companyowned representative or a franchisee.

Note: The Outlet count for fiscal year ending December 28, 2019, was adjusted to reflect the state where the majority of the stops on the List of Calls is located. In the previous fiscal year the Outlet count reflected the state where the company representative or franchisee resided.

Projected New Franchised and Company-Owned Outlets during the 2022 Fiscal Year
The chart below sets, on a state-by-state basis, the projected opening of outlets to be opened during the 2022 fiscal year.
(Table No. 5)

| (Column 1) State | (Column 2) <br> Franchise Agreements Signed but Outlet Not Opened | (Column 3) Projected New Franchised Outlet in the Next Fiscal Year | (Column 4) Projected New Company-Owned Outlets in the Next Fiscal Year |
| :---: | :---: | :---: | :---: |
| AL | 0 | 5 | 3 |
| AK | 0 | 1 | 0 |
| AZ | 1 | 2 | 2 |
| AR | 1 | 8 | 2 |
| CA | 5 | 35 | 8 |
| CO | 1 | 5 | 1 |
| CT | 0 | 5 | 0 |
| DE | 0 | 2 | 0 |
| FL | 0 | 15 | 4 |
| GA | 1 | 10 | 2 |
| HI | 0 | 3 | 0 |
| ID | 1 | 3 | 0 |
| IL | 0 | 16 | 1 |
| IN | 1 | 13 | 0 |
| IA | 0 | 4 | 0 |
| KS | 0 | 3 | 0 |
| KY | 0 | 5 | 1 |
| LA | 0 | 4 | 3 |
| ME | 0 | 3 | 0 |
| MD | 0 | 11 | 1 |
| MA | 0 | 7 | 2 |
| MI | 0 | 11 | 4 |
| MN | 3 | 8 | 1 |
| MS | 0 | 0 | 0 |
| MO | 0 | 3 | 4 |
| MT | 2 | 4 | 1 |
| NE | 0 | 2 | 0 |
| NV | 0 | 3 | 1 |
| NH | 0 | 4 | 0 |
| NJ | 0 | 12 | 1 |
| NM | 1 | 1 | 2 |
| NY | 0 | 13 | 2 |
| NC | 2 | 8 | 2 |
| ND | 0 | 2 | 0 |
| OH | 0 | 11 | 3 |
| OK | 0 | 2 | 0 |
| OR | 0 | 3 | 2 |


| (Column 1) <br> State | (Column 2) <br> Franchise Agreements <br> Signed but Outlet Not <br> Opened | (Column 3) <br> Projected New <br> Franchised Outlet in the <br> Next Fiscal Year | (Column 4) <br> Projected New <br> Company-Owned <br> Outlets in the Next <br> Fiscal Year |
| :---: | :---: | :---: | :---: |
| PA | 1 | 19 | 2 |
| RI | 0 | 2 | 0 |
| SC | 0 | 6 | 1 |
| SD | 0 | 1 | 0 |
| TN | 0 | 9 | 2 |
| TX | 2 | 16 | 4 |
| UT | 0 | 3 | 0 |
| VT | 0 | 2 | 0 |
| VA | 0 | 11 | 1 |
| WA | 1 | 6 | 2 |
| WV | 0 | 5 | 0 |
| WI | 0 | 8 | 0 |
| WY | 0 | 2 | 1 |
| DC | 0 | 0 | 0 |
| PR | 0 | 2 | 0 |
| TOTAL | 23 | 339 | 66 |

Note: Of the 23 Franchise Agreements Signed but Outlet Not Opened as of fiscal year ending January 1, 2022, in the table above, all but 2 of these outlets are in operation as of the Effective Date of this disclosure document.

Note: Projected outlets are those that will sign a new franchise agreement in the next fiscal year.
A list of the names of all current franchisees as of January 1, 2022, along with their addresses and telephone numbers are listed as Appendix E to this disclosure document.

Attached as Appendix F is a list of the names, city and state, and last known business or home telephone number of franchisees who had an outlet terminated, canceled, not renewed, or otherwise voluntarily or involuntarily ceased to do business under the Franchise Agreement during the fiscal year ended January 1, 2022, or who has not communicated with Snap-on within 10 weeks of the date of this disclosure document. It includes 253 former franchisees or Independents who are no longer in the system.

If you buy this franchise, your contact information will be disclosed to other buyers, including after you leave the franchise system.

In some instances, current and former franchisees sign agreements with provisions restricting their ability to speak openly about their experience with Snap-on. You may wish to speak with current and former franchisees, but be aware that not all such franchisees will be able to communicate with you.

We created a National Franchise Advisory Council ("NFAC"), which currently consists of 9 franchisees elected by their peers and 3 members that are appointed. It meets with management at least two times a year and brings to management's attention issues raised by franchisees. Information about the NFAC or their members can be obtained from Robert Smith, Ombudsman, at 2801 80 ${ }^{\text {th }}$ Street, Kenosha, Wisconsin, 53143.

## ITEM 21

## FINANCIAL STATEMENTS

Attached as Appendix $G$ to this disclosure document are Snap-on Incorporated's audited consolidated financial statements, including comparative balance sheets as of January 1, 2022 and January 2, 2021, and statements of earnings, stockholders equity and cash flows for the years ended January 1, 2022, January 2, 2021, and December 28, 2019. Snap-on Incorporated absolutely and unconditionally guarantees to assume the duties and obligations of Snap-on to those franchisees who purchase franchises from Snap-on prior to the expiration of this disclosure document. A copy of the guarantee of Snap-on Incorporated is also attached as Appendix H.

## ITEM 22

## CONTRACTS

The following agreements are attached as Appendix I to this disclosure document:

## I.1.A Franchise Agreement

I.1.B Owner's Guaranty of Franchisee's Obligations
I.1.C. 1 Addendum to Snap-on Tools Franchise Agreement (Renewal Franchise)
I.1.C. 2 Addendum to Snap-on Tools Franchise Agreement (Transfer Franchise)
I.1.C. 3 Addendum to Snap-on Tools Franchise Agreement (Additional Franchise)
I.1.C. 4 Addendum to Snap-on Tools Franchise Agreement (Veterans Discount)
I.1.C. 5 SBA Mandated Addendum to Franchise Agreement
I.1.C.6. Addendum to Snap-on Tools Franchise Agreement (Franchisee owned by Trust)
I.1.D Verifone Franchisee Adoption Agreement
I.1.E Paymentech Merchant Application and Agreement
I.2.A Franchisee Servicing Agreement
I.2.B Addendum to Franchisee Servicing Agreement (Franchisee Owned by Trust)
I.3.A Loan and Security Agreement
I.3.B Addendum to Loan and Security Agreement (Franchisee Owned by Trust)
I.3.C Continuing Unconditional Guarantee
I.3.D Snap-on Credit Automated Payment Plan
I.3.E Assignment of Loan and Franchisee Servicing Agreement
I. 4 Promissory Note
I.5. Snap-on Tools Software License, Maintenance and Development Agreement
I.6.A. 1 RA Financing Agreement
I.6.A. 2 RA Financing Agreement (Transfer Franchise)
I.6.B RA Loan Addendum to Loan and Security Agreement
I.6.C RA Loan Promissory Note
I. 7 Vehicle Lease Agreement, Amendment to Vehicle Lease Agreement, Addendum to Vehicle Lease Agreement (Franchisee Owned by Trust), Continuing Unconditional Guarantee, Acceptance Certificate, Van Maintenance Agreement, Snap-on Credit Automated Payment Plan for Van Payments and Vehicle Lease Assumption Agreement
I. 8 Snap-on Credit Automated Payment Plan for Extended Credit Payments
I. 9 Franchisee Web Page Participation Agreement
I. 10 Acknowledgement Regarding List of Calls
I.11.A Release (Additional)
I.11.B Release (Renewal)
I.11.C Consent to Transfer Agreement

## ITEM 23

RECEIPT
The last two pages of this disclosure document are detachable documents acknowledging your receipt of the disclosure document. Keep one copy of this receipt and return the other, fully executed, to us.

## Addendum to the Snap-on Tools Company LLC Franchise Disclosure Document For Use in California

1. Except as set forth in Appendices A and B, neither Snap-on nor any of the persons identified in Item 2 of the disclosure document is subject to any currently effective order of any national securities association or national securities exchange, as defined in the Securities Exchange Act of 1934, suspending or expelling such persons from membership in such association or exchange.
2. The following sentence is added at the end of Item 6:

Snap-on cannot ascertain the amount of the Credit Programs and Open Account Payments, Indemnification or Administrative Handling Charge as each of these fees will vary from franchisee to franchisee and will depend on your particular circumstances.
3. The following paragraphs are added at the end of Item 17 of the disclosure document pursuant to regulations under the California Franchise Investment Law:

California Law Regarding Termination and Non-Renewal. California Business and Professions Code, sections 20000 through 20043, provide rights to franchisees concerning termination of the franchise. If the Franchise Agreement contains a provision that is inconsistent with this law, the law will control.

Termination upon Bankruptcy. The Franchise Agreement provides for termination upon bankruptcy. This provision may not be enforceable under federal bankruptcy law (Title 11, United States Code, section 101 and following sections).

Arbitration. The Franchise Agreement requires binding arbitration. The arbitration will occur at the office of the American Arbitration Association nearest the Snap-on Regional Sales Office to which franchisee was assigned prior to the dispute; provided, however, if such office is outside the state in which the franchisee resides, franchisee may cause the arbitration to be held within franchisee's state of residence at a place mutually convenient to the parties and the arbitrator. The arbitration shall proceed before a single arbitrator. The arbitrator shall be chosen in accordance with the American Arbitration Association Rules. Snap-on shall pay the arbitrator's fees and other costs relating to the arbitration forum, but the parties will be responsible for their own costs and for their own attorneys' fees should they choose to be represented by counsel, unless the arbitrator shifts one party's costs and attorneys' fees to the other party in accordance with applicable law.

Applicable Law. The Franchise Agreement requires application of the laws of the state in which the List of Calls is located, or if the List of Calls is located in more than one state, the state in which the majority of stops on the List of Calls is located at the time the Franchise Agreement was executed, except to the extent that the Federal Arbitration Act shall apply. This provision may not be enforceable under California law.

Post-Term Noncompetition Covenant. The Franchise Agreement contains a post-term covenant not to compete. This provision may not be enforceable under California law.
4. The following paragraph is added at the end of Item 19 of the disclosure document pursuant to regulations under the California Franchise Investment Law:
"The earnings claims figure(s) does (do) not reflect the costs of sales, operating expenses or other costs or expenses that must be deducted from the gross revenue or gross sales figures to obtain your net income or profit. You should conduct an independent investigation of the costs and expenses you will incur in operating your (franchised business). Franchisees or former franchisees listed in the Franchise Disclosure Document may be one source of this information.

OUR WEBSITE IS WWW.SNAPON.COM. OUR WEBSITE HAS NOT BEEN REVIEWED OR APPROVED BY THE CALIFORNIA DEPARTMENT OF FINANCIAL PROTECTION AND INNOVATION. ANY COMPLAINTS CONCERNING THE CONTENT OF THIS WEBSITE MAY BE DIRECTED TO THE CALIFORNIA DEPARTMENT OF FINANCIAL PROTECTION AND INNOVATION AT WWW.DFPI.CA.GOV.

THE CALIFORNIA FRANCHISE INVESTMENT LAW REQUIRES THAT A COPY OF ALL PROPOSED AGREEMENTS RELATING TO THE SALE OF THE FRANCHISE BE DELIVERED TOGETHER WITH THE FRANCHISE DISCLOSURE DOCUMENT.

> Addendum to the Snap-on Tools Company LLC
> Franchise Disclosure Document
> For Use in Hawaii

The State of Hawaii requires that the following statement be added to the Cover Page of the disclosure document:

THESE FRANCHISES WILL BE/HAVE BEEN FILED UNDER THE FRANCHISE INVESTMENT LAW OF THE STATE OF HAWAII. FILING DOES NOT CONSTITUTE APPROVAL, RECOMMENDATION OR ENDORSEMENT BY THE DIRECTOR OF COMMERCE AND CONSUMER AFFAIRS OR A FINDING BY THE DIRECTOR OF COMMERCE AND CONSUMER AFFAIRS THAT THE INFORMATION PROVIDED HEREIN IS TRUE, COMPLETE AND NOT MISLEADING.

THE FRANCHISE INVESTMENT LAW MAKES IT UNLAWFUL TO OFFER OR SELL ANY FRANCHISE IN THIS STATE WITHOUT FIRST PROVIDING TO THE PROSPECTIVE FRANCHISEE, OR SUBFRANCHISOR, AT LEAST SEVEN DAYS PRIOR TO THE EXECUTION BY THE PROSPECTIVE FRANCHISEE, OF ANY BINDING FRANCHISE OR OTHER AGREEMENT, OR AT LEAST SEVEN DAYS PRIOR TO THE PAYMENT OF ANY CONSIDERATION BY THE FRANCHISEE, OR SUBFRANCHISOR, WHICHEVER OCCURS FIRST, A COPY OF THE DISCLOSURE DOCUMENT, TOGETHER WITH A COPY OF ALL PROPOSED AGREEMENTS RELATING TO THE SALE OF THE FRANCHISE.

THIS DISCLOSURE DOCUMENT CONTAINS A SUMMARY ONLY OF CERTAIN MATERIAL PROVISIONS OF THE FRANCHISE AGREEMENT. THE CONTRACT OR AGREEMENT SHOULD BE REFERRED TO FOR A STATEMENT OF ALL RIGHTS, CONDITIONS, RESTRICTIONS AND OBLIGATIONS OF BOTH THE FRANCHISOR AND THE FRANCHISEE.

No release language set forth in the Franchise Agreement shall relieve Franchisor or any other person, directly or indirectly, from liability imposed by the laws concerning franchising in the State of Hawaii.

The State of Hawaii also requires that the following additional information be provided with respect to Item 17 of the Franchise disclosure document:

1. Under the Hawaii Franchise Investment Law, the conditions under which Snap-on may repurchase inventory cannot be conditioned upon signing a termination agreement (see the Addendum to Franchise Agreement for Use in Hawaii).

The following paragraphs are added at the end of Item 20 of this disclosure document pursuant to regulation promulgated under the Hawaii Franchise Investment Law:

The following list reflects the status of the franchise registrations of Snap-on in the states which require registration:
a. The states in which this proposed registration is effective: California (exempt), Florida (exempt), Hawaii, Illinois (exempt), Indiana (exempt), Maine, Maryland (exempt), Michigan, Minnesota, Nebraska (exempt), New York (exempt), North Carolina, North Dakota (exempt), Rhode

Island (exempt), South Dakota, Utah (exempt), Virginia (exempt), Washington (exempt) and Wisconsin (exempt).
b. The states in which this proposed registration is or will be shortly on file: None.
c. The states, if any, which have refused, by order or otherwise, to register these franchises: None.
d. The states, if any, which have revoked or suspended the right to offer these franchises: None.
e. The states, if any, in which the proposed registration of these franchises has been withdrawn: None.

## Addendum to the Snap-on Tools Company LLC Franchise Disclosure Document For Use in Illinois

The State of Illinois requires that the following additional information be provided with respect to Item 17 of the disclosure document:

1. The conditions under which a franchisee can be terminated may be affected by Illinois law, 815 ILCS 707/19 and 705/20.
2. Any provision in a franchise agreement that designates jurisdiction or venue in a forum outside of the State of Illinois is void provided that a franchise agreement may provide for arbitration in a forum outside of the State.
3. Any condition, stipulation, or provision purporting to bind any person acquiring any franchise to waive compliance with any provision of the Illinois Franchise Disclosure Act (the "Act") or any other law of this State is void. This Section shall not prevent any person from entering into a settlement agreement or executing a general release regarding a potential or actual lawsuit filed under any of the provisions of the Act, nor shall it prevent the arbitration of any claim pursuant to the provisions of Title 9 of the United States Code.

## Addendum to the Snap-on Tools Company LLC Franchise Disclosure Document For Use in Maine

The following additional information is required to be disclosed by Maine law:

1. As required by Maine law, Snap-on has secured a bond in the amount of $\$ 30,000$ issued by Travelers Bond and Specialty Insurance, Pinnacle II Building, 13935 Bishops Drive, Suite 200, Brookfield, WI, 53005. Before signing a contract to purchase a business opportunity, you should check with the surety company to determine the current status of the bond.
2. Pursuant to Maine law, you have the right to avoid the contract for purchase of this business opportunity within 3 business days following the signing of the contract. You should obtain and study a copy of the law regulating the sale of business opportunities before you attempt to avoid the contract. This law is found in the Maine Revised Statutes, Title 32, section 4698.
3. We are required by law to have in our possession materials which constitute a reasonable basis for representations concerning estimated, projected and actual sales, income and gross or net profits. We will provide you with this information upon your request.

## Addendum to the Snap-on Tools Company LLC Franchise Disclosure Document For Use in Maryland

Even though contrary language may appear in the franchise disclosure document, the Franchise Agreement, the following provisions shall supersede and apply to all franchises offered and sold in the State of Maryland:

1. Franchisees may sue in Maryland for claims arising under the Maryland Franchise Registration and Disclosure Law and the Franchise Agreement is amended as such.
2. No release language set forth in the Franchise Agreement shall relieve Franchisor or any other person, directly or indirectly, from liability imposed by the Maryland Franchise Registration and Disclosure Law.
3. Any claims arising under the Maryland Franchise Registration and Disclosure Law must be brought within 3 years after the grant of the franchise.
4. To the extent that any such representations are requested in the Franchise Agreement they are not intended to nor do they act as a release, estoppel, or waiver of any liability incurred under the Maryland Franchise Registration and Disclosure laws Section 14-226 and the Franchisee's acknowledgements in the agreements are so amended.
5. Under COMAR Section 02.02.08.16L any general release required as a condition of renewal, sale, and/or assignment/transfer in Item 17 as well as in the Franchise Agreement shall not apply to any liability under the Maryland Franchise Registration and Disclosure Law and the Franchise Agreement is amended as such.

## Addendum to the Snap-on Tools Company LLC Franchise Disclosure Document For Use in Minnesota

1. The second paragraph in Item 13 of the disclosure document is amended to add the following language as the last sentence:

However, Snap-on will indemnify Minnesota franchisees against liability to third parties resulting from claims by third parties that your use of Snap-on's trademarks infringes trademark rights of the third party; provided that you give notice to Snap-on of any such claim within 10 days and you tender to Snap-on defense of the claim and management of the defense, including the right to compromise, settle, or otherwise resolve the claims and to decide whether to appeal any determination involving the claim.
2. Snap-on will comply with Minnesota Statutes section 80C.14, subdivisions 3, 4, and 5 which require, except in certain specified cases, that a franchisee be given 90 days' notice of termination (with 60 days to cure) (See Item 17 of the disclosure document and the Addendum to the Franchise Agreement for Use in Minnesota).
3. The State of Minnesota requires that the Cover Page and Item 17 of the disclosure document be amended to include the following language as it concerns governing law, jurisdiction and venue, and choice of forum:
"Pursuant to Minn. Stat. 80C. 21 and 80C. 17 subd. 5 and Minn. Rule 2860.4400D and J, this section shall not in any way abrogate or reduce any rights of the franchisee as provided for in Minnesota Statutes, Chapter 80C."

## Addendum to the Snap-on Tools Company LLC Franchise Disclosure Document <br> For Use in New York

1. The cover page of the franchise disclosure document is amended to add the following statement:


#### Abstract

INFORMATION COMPARING FRANCHISORS IS AVAILABLE. CALL THE STATE ADMINISTRATORS LISTED IN EXHIBIT A OR YOUR PUBLIC LIBRARY FOR SERVICES OR INFORMATION. REGISTRATION OF THIS FRANCHISE BY A STATE DOES NOT MEAN THAT A STATE RECOMMENDS IT OR HAS VERIFIED THE INFORMATION IN THIS FRANCHISE DISCLOSURE DOCUMENT. IF YOU LEARN THAT ANYTHING IN THIS FRANCHISE DISCLOSURE DOCUMENT IS UNTRUE, CONTACT THE FEDERAL TRADE COMMISSION AND THE APPROPRIATE STATE OR PROVINCIAL AUTHORITY. THE FRANCHISOR MAY, IF IT CHOOSES, NEGOTIATE WITH YOU ABOUT ITEMS COVERED IN THE FRANCHISE DISCLOSURE DOCUMENT, HOWEVER, THE FRANCHISOR CANNOT USE THE NEGOTIATING PROCESS TO PREVAIL UPON A PROSPECTIVE FRANCHISEE TO ACCEPT TERMS WHICH ARE LESS FAVORABLE THAN THOSE SET FORTH IN THIS FRANCHISE DISCLOSURE DOCUMENT.


2. Item 3 of this franchise disclosure document is amended by adding the following at the end of the item:

Neither the franchisor, its predecessor, a person identified in Item 2 nor any of its affiliates offering franchises under the franchisor's principal trademark:
A. Has an administrative, criminal or civil action pending against that person alleging: a felony; a violation of a franchise, antitrust or securities law; fraud, embezzlement, fraudulent conversion; misappropriation of property; unfair or deceptive practices or comparable civil or misdemeanor allegations. Moreover, there are no pending actions, other than routine litigation incidental to the business, which are significant in the context of the number of franchisees and the size, nature or financial condition of the franchise system or its business operations.
B. Has been convicted of a felony or pleaded nolo contendere to a felony charge, within the ten-year period immediately preceding the application for registration, has been convicted or of pleaded nolo contendere to a misdemeanor charge or has been the subject of a civil action alleging: violation of a franchise, antitrust or securities law; fraud, embezzlement, fraudulent conversion or misappropriation of property, or unfair or deceptive practices or comparable allegations.
C. Is subject to a currently effective injunction or restrictive order or decree relating to the franchise, or under a federal, State or Canadian franchise, securities, antitrust, trade regulation or trade practice law, resulting from a concluded or pending action or proceeding brought by a public agency; or is subject to any currently effective order of any national securities association or national securities exchange, as defined in the Securities and Exchange Act of 1934, suspending or expelling such person from membership in such association or exchange; or is subject to a currently effective injunction or restrictive order relating to any other business activity as a result of an action brought by a public agency or department, including, without limitation, actions affecting
a license as a real estate broker or sales agent.
3. Item 4 is deleted in its entirety and the following is substituted in its place:

## Item 4 - Bankruptcy

Neither the franchisor nor any of its affiliates, its predecessor or officers during the 10year period immediately before the date of the Franchise disclosure document: (a) filed as debtor (or had filed against it) a petition to start an action under the U.S. Bankruptcy Code; (b) obtained a discharge of its debts under the bankruptcy code; or (c) was a principal officer of a company or a general partner in a partnership that either filed as a debtor (or had filed against it) a petition to start an action under the U.S. Bankruptcy Code or that obtained a discharge of its debts under the U.S. Bankruptcy Code during or within 1 year after the officer or general partner of the franchisor held this position in the company or partnership.
4. Item 5 is amended to add the following language at the end of the Item:

We use the initial fees to cover costs incurred in performing our obligations under the Franchise Agreement and to cover other overhead expenses.
5. Item 17 is amended by deleting the first paragraph and substituting the following:

## THIS TABLE LISTS CERTAIN IMPORTANT PROVISIONS OF THE FRANCHISE AND RELATED AGREEMENTS. YOU SHOULD READ THESE PROVISIONS IN THE AGREEMENTS ATTACHED TO THIS FRANCHISE DISCLOSURE DOCUMENT.

6. The following is added to the end of the "Summary" sections of Item 17(c), titled "Requirements for franchisee to renew or extend," and Item 17(m), entitled "Conditions for franchisor approval of transfer":

However, to the extent required by applicable law, all rights you enjoy and any causes of action arising in your favor from the provisions of Article 33 of the General Business Law of the State of New York and the regulations issued thereunder shall remain in force; it being the intent of this provision that the non-waiver provisions of General Business Law Sections 687(4) and 687(5) be satisfied.
7. The following language is added to Item 17 in the Summary section of provision (d), entitled Termination by you:

Franchisee can terminate upon any grounds available by law.
8. The following language is added to Item 17 in the Summary section of provision (w), entitled Choice of law:

The foregoing Choice of Law should not be considered a waiver of any right conferred upon the franchisor or upon the Franchisee by Article 33 of the General Business Law of the State of New York.

## Addendum to the Snap-on Tools Company LLC Franchise Disclosure Document For Use in North Carolina

The following additional information is required to be disclosed by North Carolina law:

1. As required by North Carolina law, Snap-on has secured a bond issued by Travelers Bond and Specialty Insurance, Pinnacle II Building, 13935 Bishops Drive, Suite 200, Brookfield, WI, 53005, a surety company authorized to do business in this State. Before signing a contract to purchase this business opportunity, you should check with the surety company to determine the bond's current status.
2. If Snap-on fails to deliver the products, equipment or supplies or fails to render the services necessary to begin substantial operation of the business within 45 days of the delivery date stated in your contract, you may notify Snap-on in writing and demand that the contract be canceled.
3. We are doing business under the name Snap-on Tools Company LLC and Snap-on. We have not done business under any other name and do not intend to do so.
4. The names and titles of the persons who have responsibility for our business activities relating to the sale of franchises are listed in Item 2 of the Franchise Disclosure Document. The address of each of those persons is 2801 80 ${ }^{\text {th }}$ Street, Kenosha, Wisconsin, 53143.
5. None of the persons listed in Item 2 of the Franchise Disclosure Document has been the subject of any legal or administrative proceeding alleging the violation of any business opportunity or franchise law, or fraud, embezzlement, fraudulent conversion, restraint of trade, unfair or deceptive practices, misappropriation of property or comparable allegations.
6. Except as noted below, none of the persons listed in Item 2 of the Franchise Disclosure Document has been the subject of any bankruptcy, reorganization or receivership proceeding, or was an owner, a principal officer or a general partner of any entity which has been subject to such proceeding.

Donald J. Stebbins, Director, previously served as Chairman, President and Chief Executive Officer of Visteon Corporation from 2008 to 2012. Visteon Corporation filed for Chapter 11 bankruptcy protection in 2009 and emerged from bankruptcy in 2010.
7. We have never offered any other business opportunity.

## Addendum to the Snap-on Tools Company LLC Franchise Disclosure Document For Use in North Dakota

To the extent the North Dakota Franchise Investment Law, N.D. Cent. Code, §§51-19-01 - 51-1917 applies, the terms of this Addendum apply.

Item 17, Additional Disclosures. The following statements are added to Item 17:

1. North Dakota franchisees may not be required to consent to the jurisdiction of courts outside of North Dakota. Any mediation or arbitration will be held at a site agreeable to all parties. If the laws of a state other than North Dakota govern, to the extent that such law conflicts with North Dakota law, North Dakota law will control.
2. Any general release the franchisee is required to assent to as a condition of renewal is not intended to nor shall it act as a release, estoppel or waiver of any liability franchisor may have incurred under the North Dakota Franchise Investment Law.
3. Covenants not to compete during the term of and upon termination or expiration of the franchise agreement are enforceable only under certain conditions according to North Dakota Cent. Code (NDCC) 09-08-06. If the Franchise Agreement contains a covenant not to compete that is inconsistent with North Dakota law, the covenant may be unenforceable.
4. The Franchise Agreement requires the franchisee to consent to a waiver of trial by jury. This waiver may not be enforceable under North Dakota law.

## Addendum to the Snap-on Tools Company LLC Franchise Disclosure Document For Use in Rhode Island

1. The State of Rhode Island requires that Item 17 of the disclosure document be amended to include the following language as it concerns governing law, jurisdiction and venue, and choice of forum:
"Sec. 19-28.1-14 of the Rhode Island Franchise Investment Act provides that "A provision in a franchise agreement restricting jurisdiction or venue to a forum outside this state or requiring the application of the laws of another state is void with respect to a claim otherwise enforceable under this Act."

## Addendum to the Snap-on Tools Company LLC Franchise Disclosure Document For Use in Virginia

The State of Virginia requires that the following additional information be provided with respect to Item 17 of the disclosure document:

Under Section 13.1-564 of the Virginia Retail Franchising Act, it is unlawful for a franchisor to cancel a franchise without reasonable cause. If any grounds for default or termination stated in the franchise agreement does not constitute "reasonable cause," as that term may be defined in the Virginia Retail Franchising Act or the laws of Virginia, that provision may not be enforceable.

## Addendum to the Snap-on Tools Company LLC Franchise Disclosure Document For Use in Washington

The State of Washington requires that the following additional information be provided with respect to the disclosure document:

1. In the event of a conflict of laws, the provisions of the Washington Franchise Investment Protection Act, Chapter 19.100 RCW will prevail.
2. RCW 19.100.180 may supersede the franchise agreement in your relationship with the franchisor including the areas of termination and renewal of your franchise. There may also be court decisions which may supersede the franchise agreement in your relationship with the franchisor including the areas of termination and renewal of your franchise.
3. In any arbitration or mediation involving a franchise purchased in Washington, the arbitration or mediation site will be either in the state of Washington, or in a place mutually agreed upon at the time of the arbitration or mediation, or as determined by the arbitrator or mediator at the time of arbitration or mediation. In addition, if litigation is not precluded by the franchise agreement, a franchisee may bring an action or proceeding arising out of or in connection with the sale of franchises, or a violation of the Washington Franchise Investment Protection Act, in Washington.
4. A release or waiver of rights executed by a franchisee may not include rights under the Washington Franchise Investment Protection Act or any rule or order thereunder except when executed pursuant to a negotiated settlement after the agreement is in effect and where the parties are represented by independent counsel. Provisions such as those which unreasonably restrict or limit the statute of limitations period for claims under the Act, or rights or remedies under the Act such as a right to a jury trial, may not be enforceable.
5. Transfer fees are collectable to the extent that they reflect the franchisor's reasonable estimated or actual costs in effecting a transfer.
6. Pursuant to RCW 49.62.020, a noncompetition covenant is void and unenforceable against an employee, including an employee of a franchisee, unless the employer's earnings from the party seeking enforcement, when annualized, exceed $\$ 100,000$ per year (an amount that will be adjusted annually for inflation). In addition, a noncompetition covenant is void and unenforceable against an independent contractor of a franchisee under RCW 49.62.030 unless the independent contractor's earnings from the party seeking enforcement, when annualized, exceed $\$ 250,000$ per year (an amount that will be adjusted annually for inflation). As a result, any provisions contained in the franchise agreement or elsewhere that conflict with these limitations are void and unenforceable in Washington.
7. RCW 49.62.060 prohibits a franchisor from restricting, restraining, or prohibiting a franchisee from (i) soliciting or hiring any employee of a franchisee of the same franchisor or (ii) soliciting or hiring any employee of the franchisor. As a result, any such provisions contained in the franchise agreement or elsewhere are void and unenforceable in Washington.

## APPENDIX A

# PENDING LITIGATION AS OF FEBRUARY 11, 2022, AND LITIGATION FILED BY SNAP-ON AGAINST FRANCHISEES IN FISCAL YEAR ENDING JANUARY 1, 2022 

PENDING LITIGATION AS OF FEBRUARY 11, 2022.

1960980 Ontario Inc. and James Olsen v. Snap-on Tools of Canada Ltd., Brian Ross and John Stewart - Ontario Superior Court of Justice - On or about June 5, 2019, a franchisee, 1960980 Ontario, Inc., and its owner, James Olsen, (collectively "Plaintiffs"), filed a claim for statutory rescission of the franchisee's franchise agreement with Snap-on Tools of Canada Ltd. ("SOTC") and Brian Ross and John Stewart of SOTC, as well as other causes of action, including breaches of the duty of fair dealing, statutory misrepresentation, statutory rescission damages, breach of contract, and negligent misrepresentation, in respect of a franchise in London, Ontario. SOTC has taken the position that action has been improperly brought in the Ontario Superior Court of Justice as a result of the mediation and arbitration provisions in the parties' franchise agreement. The franchise agreement has been terminated due to the abandonment of the franchise. Snap-on, Ross and Stewart intend to vigorously defend their interests.

Felipe Galindo v. Snap-on Tools Company LLC (CA). This case was filed as a class action on behalf of Plaintiff and all franchisees that personally operated or are operating a Snap-on mobile tool store in the State of California, including those that operated four years preceding the filing of this action in the Superior Court of the State of California, County of Los Angeles (Case 21STCV45419) filed on December 14, 2021. Plaintiff, a former franchisee, alleges that Snap-on engaged in unlawful practices by misclassifying its franchisees as independent contractors and alleges franchisees are in fact employees under the California Labor Code. Plaintiff, on behalf of plaintiff and class members, seeks an injunction, restitution, attorneys' fees and costs. The defendants intend to vigorously defend their interests.

## LITIGATION FILED BY SNAP-ON AGAINST FRANCHISEES IN FISCAL YEAR ENDING

 JANUARY 1, 2022.None.

## APPENDIX B

## CONCLUDED LITIGATION


#### Abstract

During the ten (10) year period immediately preceding the date of this disclosure document, Snap-on Tools Company LLC, Snap-on Incorporated, or a predecessor in name (references to Snap-on in this Appendix B mean Snap-on Tools Company LLC, Snap-on Incorporated, or a predecessor in name) and, where indicated, persons identified in Item II have been the subject of the following concluded civil actions. Some of the following claims were alleged in these civil actions: A violation of a franchise, antitrust or securities law; fraud; unfair or deceptive practices; or comparable allegations. Any additional claims that were alleged in these civil actions are included in the description of each action. Unless otherwise indicated, each plaintiff was a franchisee or non-franchised dealer prior to, or at, the time the action was filed, or the spouse of a current or former franchisee or non-franchised dealer at the time the action was filed. Cases have either settled or had a judgment awarded or confirmed. Snap-on paid the amount described in each case summary and the parties relinquished all claims against one another.


## I. THE FOLLOWING ACTIONS WERE BROUGHT BY FRANCHISEES.

Christopher Burgasser and Christina Burgasser v. Snap-on Incorporated, Snap-on Tools Company LLC, Does 1 through 20 inclusive (CA). This case was filed in the Fresno, California County Superior Court on March 21, 2012, alleging material misrepresentation both by written and oral communication to convince plaintiff, Christopher, Burgasser, to enter into a Gateway Franchise Agreement with Snap-on. It also provided a separate count of material misrepresentation on behalf of plaintiff, Christina Burgasser. Plaintiff requested general and specific damages according to proof at trial, punitive damages according to proof, interest and costs. Snap-on denied these allegations and the court issued an order compelling arbitration. The parties settled this case on August 30, 2012, with Snap-on paying the plaintiffs $\$ 20,000.00$, the parties exchanging mutual releases and dismissing the case.

Daniel Jacobson v. Snap-on Tools Company LLC and Snap-on Inc. (CA). This case was filed on May 12, 2015 in the United States District Court Northern District of California, San Francisco Division as a class action on behalf of plaintiff and all persons who signed franchise agreements with defendants in the State of California within four years preceding the filing date. Plaintiff alleged that franchisees are misclassified and are employees under the California Labor Code. Plaintiff alleged violation of the California Labor Code and California Business and Professions Code and sought on behalf of plaintiff and class members un-reimbursed necessary employment expenses, restitution of fees deducted from compensation, overtime compensation, meal and rest period compensation, restitution of fees paid defendants as a condition of employment, liquidated damages, interest, waiting time penalties and available statutory penalties and damages. The court granted Snap-on's motion to compel arbitration on an individual basis with the exception of the Private Attorney General Act claims, which the judge stayed pending the outcome of the arbitration. The arbitration and Federal Court action were dismissed with prejudice, and a confidential settlement agreement and mutual release was entered into in December, 2016 pursuant to which Snap-on paid Mr. Jacobson and his counsel \$138,000.00.

GAP Enterprises and George Nischan v. Snap-on Tools Company LLC, Snap-on Incorporated, Snap-on Credit LLC, Snap-on SecureCorp Inc., Snap-on Equipment Inc., Duke Snider and Keith Holland. (CA). This case was filed as an individual action, as well as, a representative action on behalf of Plaintiffs and all persons who signed franchise agreements with
defendants and/or operated a Snap-on franchise business in the State of California within one year preceding the filing of this action in the Superior Court of the State of California, County of Riverside (Case RIC1903737) on July 10, 2019. Plaintiffs allege violations of the California Franchise Investment Act, fraud, and conversion against Defendants. Plaintiff further alleges that representative franchisees are misclassified and in fact are employees under the California Labor Code. The allegations also include violations of the California Labor Code. The parties entered into a confidential settlement and mutual release agreement. Snap-on paid Mr. Nischan and his counsel a total of \$150,000 and the case was dismissed on March 10, 2020.

Jeffrey Hartmann v. Snap-on Tools Company LLC and Snap-on Incorporated. (CA). This case was filed in the Superior Court of the State of California, U.S.A., County of Riverside (Case RIC1902297) on April 8, 2019, as a representative action, on behalf of Plaintiff and all persons who signed franchise agreements with defendants and/or operated a single Snap-on Tools franchise business in the State of California within one year preceding the filing of this action. Plaintiff alleged that franchisees are misclassified and in fact are employees under the California Labor Code. Plaintiff alleged violation of the California Labor Code. A confidential settlement was entered into by the parties. Snap-on paid the State of California, Mr. Hartmann, Mr. Hartmann's counsel, and the represented class a total of $\$ 800,000.00$. The case was closed on November 17, 2020.

## II. THE FOLLOWING ACTIONS WERE BROUGHT BY NON-FRANCHISE DEALERS.

None.

## III. OTHER ACTIONS.

None.

## APPENDIX C

## Trademarks

## APPENDIX C

Trademarks Registered in the U.S.A.

| Trademark Name | Application No. | Filing Date | Registration No. | Registration Date | Expiration Date |
| :---: | :---: | :---: | :---: | :---: | :---: |
| ALTUS | 87/869956 | 10-Apr-2018 | 6136768 | 25-Aug-2020 | 25-Aug-2030 |
| ATI | 72/316576 | 15-Jan-1969 | 0921520 | 5-Oct-1971 | 5-Oct-2031 |
| ATI and design | 72/316577 | 15-Jan-1969 | 0917132 | 27-Jul-1971 | 27-Jul-2031 |
| BLACKHAWK and design | 71/482457 | 23-Apr-1945 | 424871 | 29-Oct-1946 | 29-Oct-2026 |
| BLACKHAWK and design | 74/078414 | 16-Jul-1990 | 1665659 | 26-Nov-1991 | 26-Nov-2031 |
| BLACKHAWK AUTOMOTIVE | 77/811229 | 24-Aug-2009 | 3946681 | 19-Apr-2011 | 19-Apr-2031 |
| BLUE POINT | 73/450432 | 31-Oct-1983 | 1471176 | 5-Jan-1988 | 5-Jan-2028 |
| BLUE STEEL | 77/603216 | 29-Oct-2008 | 3730584 | 29-Dec-2009 | 29-Dec-2029 |
| BLUE-POINT | 86/925707 | 2-Mar-2016 | 5194118 | 2-May-2017 | 2-May-2027 |
| BLUE-POINT (STYLIZED) | 73/746917 | 18-Aug-1988 | 1553456 | 29-Aug-1989 | 29-Aug-2029 |
| BLUE-POINT (with bullet logo) | 88/284223 | 31-Jan-2019 | 6040015 | 28-Apr-2020 | 28-Apr-2030 |
| CARTPORT | 78/412246 | 3-May-2004 | 3121625 | 25-Jul-2006 | 25-Jul-2026 |
| CDI TORQUE PRODUCTS and Design | 86/182821 | 3-Feb-2014 | 4730075 | 5-May-2015 | 5-May-2025 |
| COMPUTORQ | 86/503026 | 14-Jan-2015 | 4799267 | 25-Aug-2015 | 25-Aug-2025 |
| CONTROLTECH | 86/062453 | 12-Sep-2013 | 4646337 | 25-Nov-2014 | 25-Nov-2024 |
| CONTROLTECH-LINK | 87/386699 | 27-Mar-2017 | 5623387 | 4-Dec-2018 | 4-Dec-2028 |
| CRUD THUG | 76/311681 | 12-Sep-2001 | 2600941 | 30-Jul-2002 | 30-Jul-2022 |
| DOCKER LOCKER | 76/252356 | 4-May-2001 | 2678887 | 21-Jan-2003 | 21-Jan-2023 |
| DOUBLE CUTTING NUT SPLITTER | 85/935265 | 17-May-2013 | 4524654 | 6-May-2014 | 6-May-2024 |
| DOUBLE ZIP | 75/578183 | 26-Oct-1998 | 2353328 | 30-May-2000 | 30-May-2030 |
| DUAL 80 | 77/155796 | 13-Apr-2007 | 3499696 | 9-Sep-2008 | 9-Sep-2028 |
| E DATA ELECTRONIC VEHICLE MEASUREMENT DATA and design | 75/028820 | 4-Dec-1995 | 2080802 | 22-Jul-1997 | 22-Jul-2027 |
| EDATA | 75/028821 | 4-Dec-1995 | 2029996 | 14-Jan-1997 | 14-Jan-2027 |
| EQUIPMENT SOLUTIONS | 75/106641 | 20-May-1996 | 2119012 | 9-Dec-1997 | 9-Dec-2027 |
| ETHOS | 77/638049 | 22-Dec-2008 | 3631358 | 2-Jun-2009 | 2-Jun-2029 |
| FAST TRACK | 74/556830 | 3-Aug-1994 | 1948283 | 16-Jan-1996 | 16-Jan-2026 |
| FASTORQ | 75/231988 | 27-Jan-1997 | 2144401 | 17-Mar-1998 | 17-Mar-2028 |
| FASTORQ | 75/232567 | 28-Jan-1997 | 2144403 | 17-Mar-1998 | 17-Mar-2028 |
| FDX | 87/981545 | 27-Mar-2018 | 5858462 | 10-Sep-2019 | 10-Sep-2029 |
| FLANK DRIVE | 73/291515 | 31-Dec-1980 | 1200860 | 13-Jul-1982 | 13-Jul-2022 |
| GEARTHREADS | 86/100983 | 24-Oct-2013 | 5045907 | 20-Sep-2016 | 20-Sep-2026 |
| Handle with one groove (design) | 76/609870 | 16-Sep-2004 | 3025816 | 13-Dec-2005 | 13-Dec-2025 |
| Handle with two grooves (design) | 76/609865 | 16-Sep-2004 | 3039421 | 10-Jan-2006 | 10-Jan-2026 |
| IDEAFORGE | 85/424490 | 16-Sep-2011 | 4330199 | 7-May-2013 | 7-May-2023 |
| INSTINCT | 78/840859 | 20-Mar-2006 | 3360711 | 25-Dec-2007 | 25-Dec-2027 |
| INSTINCT and design | 85/398913 | 16-Aug-2011 | 4108901 | 6-Mar-2012 | 6-Mar-2022 |
| ISO-RIDE and Design | 77/100142 | 6-Feb-2007 | 3897565 | 28-Dec-2010 | 28-Dec-2030 |
| LEVEL 5 TOOL CONTROL SYSTEM | 77/703299 | 31-Mar-2009 | 3964015 | 24-May-2011 | 24-May-2031 |
| LIGHTNING | 75/912066 | 7-Feb-2000 | 2707449 | 15-Apr-2003 | 15-Apr-2023 |
| LOCK 'N ROLL | 74/622184 | 17-Jan-1995 | 1982124 | 25-Jun-1996 | 25-Jun-2026 |
| MICROSCAN | 76/388720 | 29-Mar-2002 | 2854474 | 15-Jun-2004 | 15-Jun-2024 |
| MODIS | 86/246846 | 9-Apr-2014 | 4677827 | 27-Jan-2015 | 27-Jan-2025 |
| POLARTEK | 86/801805 | 28-Oct-2015 | 5157159 | 7-Mar-2017 | 7-Mar-2027 |
| PORTO-POWER stylized | 73/203264 | 9-Feb-1979 | 1154509 | 19-May-1981 | 19-May-2031 |
| POWER POST | 72/327908 | 21-May-1969 | 922319 | 19-Oct-1971 | 19-Oct-2031 |
| POWER-CAGE | 73/245168 | 7-Jan-1980 | 1165257 | 18-Aug-1981 | 18-Aug-2031 |
| POWER-PRO | 86/425846 | 16-Oct-2014 | 4853972 | 17-Nov-2015 | 17-Nov-2025 |
| PRO-LINK | 73/685331 | 21-Sep-1987 | 1489176 | 24-May-1988 | 24-May-2028 |
| Ratchet handle design with one groove | 76/214990 | 26-Feb-2001 | 2717020 | 20-May-2003 | 20-May-2023 |
| Ratchet Handle with two grooves at the end | 76/214991 | 26-Feb-2001 | 2717021 | 20-May-2003 | 20-May-2023 |
| S (block wrench logo) | 87/441137 | 8-May-2017 | 5405232 | 20-Feb-2018 | 20-Feb-2028 |


| Trademark Name | Application <br> No. | Filing Date | $\begin{gathered} \text { Registration } \\ \text { No. } \end{gathered}$ | Registration Date | Expiration Date |
| :---: | :---: | :---: | :---: | :---: | :---: |
| S (block wrench logo) | 76/019920 | 6-Apr-2000 | 2469437 | 17-Jul-2001 | 17-Jul-2031 |
| SHAPE OF HANDLE I DESIGN | 74/531304 | 31-May-1994 | 1940587 | 12-Dec-1995 | 12-Dec-2025 |
| SHAPE OF HANDLE II DESIGN | 74/531305 | 31-May-1994 | 1940588 | 12-Dec-1995 | 12-Dec-2025 |
| Shoe with wrench in the sole | 74/694365 | 27-Jun-1995 | 1996742 | 27-Aug-1996 | 27-Aug-2026 |
| SHOPKEY | 75/304303 | 6-Jun-1997 | 2164063 | 9-Jun-1998 | 9-Jun-2028 |
| SHOPSTREAM | 78/957468 | 22-Aug-2006 | 4272600 | 8-Jan-2013 | 8-Jan-2023 |
| ShopStream "S" design | 78/957696 | 22-Aug-2006 | 3667938 | 11-Aug-2009 | 11-Aug-2029 |
| SMART SMOKE | 85/067317 | 21-Jun-2010 | 4032479 | 27-Sep-2011 | 27-Sep-2031 |
| SNAP-ON | 85/376117 | 20-Jul-2011 | 4105572 | 28-Feb-2012 | 28-Feb-2022 |
| SNAP-ON | 76/240863 | 13-Apr-2001 | 2565234 | 30-Apr-2002 | 30-Apr-2022 |
| SNAP-ON | 85/315321 | 9-May-2011 | 4063407 | 29-Nov-2011 | 29-May-2022 |
| SNAP-ON | 77/982946 | 2-Jul-2008 | 4161654 | 19-Jun-2012 | 19-Jun-2022 |
| SNAP-ON | 77/983171 | 2-Jul-2008 | 4172125 | 10-Jul-2012 | 10-Jul-2022 |
| SNAP-ON | 74/262034 | 3-Apr-1992 | 1761046 | 30-Mar-1993 | 30-Mar-2023 |
| SNAP-ON | 74/135800 | 4-Feb-1991 | 1763791 | 6-Apr-1993 | 6-Apr-2023 |
| SNAP-ON | 77/513669 | 2-Jul-2008 | 4346973 | 4-Jun-2013 | 4-Jun-2023 |
| SNAP-ON | 77/513682 | 2-Jul-2008 | 4346974 | 4-Jun-2013 | 4-Jun-2023 |
| SNAP-ON | 77/513691 | 2-Jul-2008 | 4346975 | 4-Jun-2013 | 4-Jun-2023 |
| SNAP-ON | 72/318335 | 4-Feb-1969 | 0964404 | 17-Jul-1973 | 17-Jul-2023 |
| SNAP-ON | 72/197514 | 9-Jul-1964 | 788320 | 20-Apr-1965 | 20-Apr-2025 |
| SNAP-ON | 78/329488 | 18-Nov-2003 | 2966535 | 12-Jul-2005 | 12-Jul-2025 |
| SNAP-ON | 73/481972 | 24-May-1984 | 1372116 | 26-Nov-1985 | 26-Nov-2025 |
| SNAP-ON | 72/213904 | 11-Mar-1965 | 804474 | 1-Mar-1966 | 1-Mar-2026 |
| SNAP-ON | 74/618141 | 5-Jan-1995 | 1961694 | 12-Mar-1996 | 12-Mar-2026 |
| SNAP-ON | 74/618142 | 5-Jan-1995 | 1961695 | 12-Mar-1996 | 12-Mar-2026 |
| SNAP-ON | 74/618140 | 5-Jan-1995 | 1983599 | 2-Jul-1996 | 2-Jul-2026 |
| SNAP-ON | 74/700665 | 13-Jul-1995 | 2024681 | 17-Dec-1996 | 17-Dec-2026 |
| SNAP-ON | 72/200498 | 24-Aug-1964 | 826632 | 4-Apr-1967 | 4-Apr-2027 |
| SNAP-ON | 72/213903 | 11-Mar-1965 | 835768 | 26-Sep-1967 | 26-Sep-2027 |
| SNAP-ON | 72/288987 | 22-Nov-1967 | 869928 | 27-May-1969 | 27-May-2029 |
| SNAP-ON | 72/213902 | 11-Mar-1965 | 871795 | 24-Jun-1969 | 24-Jun-2029 |
| SNAP-ON | 77/513705 | 2-Jul-2008 | 3768399 | 30-Mar-2010 | 30-Mar-2030 |
| SNAP-ON | 77/513764 | 2-Jul-2008 | 3768400 | 30-Mar-2010 | 30-Mar-2030 |
| SNAP-ON | 88/630991 | 25-Sep-2019 | 6037073 | 21-Apr-2020 | 21-Apr-2030 |
| SNAP-ON | 77/853621 | 21-Oct-2009 | 3802780 | 15-Jun-2010 | 15-Jun-2030 |
| SNAP-ON | 73/491406 | 23-Jul-1984 | 1610337 | 21-Aug-1990 | 21-Aug-2030 |
| SNAP-ON | 77/513735 | 2-Jul-2008 | 3883345 | 30-Nov-2010 | 30-Nov-2030 |
| SNAP-ON | 77/513780 | 2-Jul-2008 | 3883346 | 30-Nov-2010 | 30-Nov-2030 |
| SNAP-ON | 75/638522 | 11-Feb-1999 | 2464334 | 26-Jun-2001 | 26-Jun-2031 |
| SNAP-ON | 77/513718 | 2-Jul-2008 | 4070907 | 13-Dec-2011 | 13-Dec-2031 |
| SNAP-ON (block wrench logo) | 74/279039 | 26-May-1992 | 1810439 | 14-Dec-1993 | 14-Dec-2023 |
| SNAP-ON (block wrench logo) | 88/111928 | 11-Sep-2018 | 5877830 | 8-Oct-2019 | 8-Oct-2029 |
| SNAP-ON (block wrench logo) | 88/317987 | 27-Feb-2019 | 6061721 | 26-May-2020 | 26-May-2030 |
| SNAP-ON (block wrench logo) | 88/367186 | 2-Apr-2019 | 6072455 | 9-Jun-2020 | 9-Jun-2030 |
| SNAP-ON (block wrench logo) | 85/166090 | 1-Nov-2010 | 3977563 | 14-Jun-2011 | 14-Jun-2031 |
| SNAP-ON (STYLIZED) | 71/535356 | 23-Sep-1947 | 660530 | 15-Apr-1958 | 15-Apr-2028 |
| SNAP-ON QUICKQUOTE | 86/753752 | 11-Sep-2015 | 5069894 | 25-Oct-2016 | 25-Oct-2026 |
| SNAP-ON RACING (block wrench logo and checkered flag design) | 85/598638 | 16-Apr-2012 | 4225795 | 16-Oct-2012 | 16-Oct-2022 |
| SNAP-ON TECHKNOW EXPRESS | 85/787165 | 26-Nov-2012 | 4597891 | 2-Sep-2014 | 2-Sep-2024 |
| SNAP-ON TOOLS | 86/732427 | 21-Aug-2015 | 5065568 | 18-Oct-2016 | 18-Oct-2026 |
| SNAP-ON TOOLS | 87/379450 | 21-Mar-2017 | 5472841 | 22-May-2018 | 22-May-2028 |
| SNAP-ON TOOLS (Vintage retro logo) | 86/707271 | 28-Jul-2015 | 4981611 | 21-Jun-2016 | 21-Jun-2026 |


| Trademark Name | Application No. | Filing Date | $\begin{gathered} \text { Registration } \\ \text { No. } \end{gathered}$ | Registration Date | Expiration <br> Date |
| :---: | :---: | :---: | :---: | :---: | :---: |
| SOLUS EDGE | 86/502982 | 14-Jan-2015 | 4799264 | 25-Aug-2015 | 25-Aug-2025 |
| SOLUS LEGEND | 88/320532 | 28-Feb-2019 | 6164986 | 29-Sep-2020 | 29-Sep-2030 |
| SOLUS ULTRA | 85/228732 | 28-Jan-2011 | 4071939 | 13-Dec-2011 | 13-Dec-2031 |
| SUPERRENCH | 71/222057 | 20-Oct-1925 | 209075 | 16-Feb-1926 | 16-Feb-2026 |
| SURETRACK | 85/692331 | 1-Aug-2012 | 4419649 | 15-Oct-2013 | 15-Oct-2023 |
| TECHANGLE | 78/613815 | 21-Apr-2005 | 3349528 | 4-Dec-2007 | 4-Dec-2027 |
| TECHWRENCH | 76/335554 | 8-Nov-2001 | 2789411 | 2-Dec-2003 | 2-Dec-2023 |
| TF TRUE-FIT and design | 87/549231 | 31-Jul-2017 | 6315908 | 6-Apr-2021 | 6-Apr-2031 |
| Tool Handle Design with one groove | 76/214992 | 26-Feb-2001 | 2689962 | 25-Feb-2003 | 25-Feb-2023 |
| Tool Handle Design with three grooves | 76/214688 | 26-Feb-2001 | 2689961 | 25-Feb-2003 | 25-Feb-2023 |
| Tool Handle Design with two grooves | 76/214993 | 26-Feb-2001 | 2689963 | 25-Feb-2003 | 25-Feb-2023 |
| Tool Sweep Logo | 74/279038 | 26-May-1992 | 1811823 | 21-Dec-1993 | 21-Dec-2023 |
| TORQLOG | 78/329473 | 18-Nov-2003 | 3018558 | 22-Nov-2005 | 22-Nov-2025 |
| TORQOMETER | 71/544784 | 18-Dec-1947 | 530116 | 5-Sep-1950 | 5-Sep-2030 |
| TRAINING SOLUTIONS | 75/677706 | 8-Apr-1999 | 2445038 | 17-Apr-2001 | 17-Apr-2031 |
| TRITON-D8 | 87/835697 | 15-Mar-2018 | 5776848 | 11-Jun-2019 | 11-Jun-2029 |
| TRUE-CRIB | 87/613895 | 19-Sep-2017 | 6547911 | 2-Nov-2021 | 2-Nov-2031 |
| TRUE-FIT | 78/979180 | 13-Apr-2005 | 3370929 | 15-Jan-2008 | 15-Jan-2028 |
| V3400 | 86/100611 | 24-Oct-2013 | 4639737 | 18-Nov-2014 | 18-Nov-2024 |
| VANTAGE | 75/308746 | 13-Jun-1997 | 2195210 | 13-Oct-1998 | 13-Oct-2028 |
| VERDICT | 85/186979 | 30-Nov-2010 | 4170013 | 10-Jul-2012 | 10-Jul-2022 |
| VERSAMETER | 76/335556 | 8-Nov-2001 | 2795568 | 16-Dec-2003 | 16-Dec-2023 |
| VERSATORQ | 75/240477 | 12-Feb-1997 | 2237391 | 6-Apr-1999 | 6-Apr-2029 |
| VERUS | 77/478974 | 20-May-2008 | 3629950 | 2-Jun-2009 | 2-Jun-2029 |
| VISUALINER | 71/543160 | 3-Dec-1947 | 0551179 | 27-Nov-1951 | 27-Nov-2031 |
| WILLIAMS | 71/149874 | 30-Jun-1921 | 0151644 | 7-Feb-1922 | 7-Feb-2022 |
| WILLIAMS | 71/432668 | 4-Jun-1940 | 0381837 | 8-Oct-1940 | 8-Oct-2030 |
| WILLIAMS (and oval design) | 73/507442 | 5-Nov-1984 | 1380758 | 28-Jan-1986 | 28-Jan-2026 |
| WILLIAMS (and oval design) | 73/507433 | 5-Nov-1984 | 1415609 | 4-Nov-1986 | 4-Nov-2026 |
| WILLIAMS and arc design | 86/390967 | 10-Sep-2014 | 5173926 | 4-Apr-2017 | 4-Apr-2027 |
| ZEUS | 87/924909 | 17-May-2018 | 5586352 | 16-Oct-2018 | 16-Oct-2028 |
| ZIP NUT | 74232656 | 23-Dec-1991 | 1786461 | 10-Aug-1993 | 10-Aug-2023 |
| ZIPBOLT | 75/578182 | 26-Oct-1998 | 2361542 | 27-Jun-2000 | 27-Jun-2030 |
| ZOOMID | 87/766487 | 23-Jan-2018 | 6449126 | 10-Aug-2021 | 10-Aug-2031 |

Trademarks Pending in the U.S.A.

| Trademark Name | Application No. | Filing Date | Intent to Use I Actual Use Application | Published / <br> Allowed Date | Status Allowed |
| :---: | :---: | :---: | :---: | :---: | :---: |
| ALPHA BOX | 90/702218 | 11-May-2021 | Actual Use |  | Pending |
| EPIQ | 90/605026 | 26-Mar-2021 | Actual Use |  | Pending |
| FLANK JAW | 90/398402 | 21-Dec-2020 | ITU | 17-Aug-2021 | Allowed |
| i D INTELLIGENT DIAGNOSTICS and design | 90/004270 | 16-Jun-2020 | ITU |  | Suspended |
| MOVE BY SNAP-ON | 90/784741 | 21-Jun-2021 | ITU |  | Pending |
| THE MAKERS AND THE FIXERS | 88/409585 | 30-Apr-2019 | ITU | 24-Sep-2019 | Allowed |
| TRITON-D10 | 90/507641 | 3-Feb-2021 | ITU |  | Pending |
| TRU-POINT | 90/570301 | 10-Mar-2021 | ITU |  | Pending |
| TSS and color design | 88/630929 | 25-Sep-2019 | ITU | 24-Nov-2020 | Allowed |
| WILLIAMS and arc design | 90/524475 | 11-Feb-2021 | Actual Use |  | Pending |

## APPENDIX D. 1

## Issued and Pending Patents


Device for Measuring the Forces Generated By a Rotor Imbalance
Tool Handle
Paint Scraper
Low-Level Lift
Disk Brake Lathe Vibration Attenuator
Paint Scraper with Nailset
A Process for Reading Fractions of an Interval Between Contiguous Photosensitive Elements In a Linear
Optical Sensor
A Process for Reading Fractions of an Interval Between Contiguous Photosensitive Elements In a Linear
Optical Sensor
Apparatus for Balancing Vehicle Wheels
Diagnostic Method and System for a Multiple-Link Steering System
Pliers
Procedure and Apparatus to Brake the Main Shaft of a Balancing Machine
Method and Device for Inserting a Rotor, In Particular a Motor Vehicle Wheel,
an Unbalance Machine and Can Be Driven By Means of an Electric Motor
Apparatus for Collecting and Purifying Refrigerant in Air Conditioning Systems
Procedure and Apparatus to Brake the Main Shaft of a Balancing Machine
Pilfer-Proof Package
Cordless Alignment System Having Conveniently Interchangeable Batteries
Edge Protection Device for Hole Saw
Method and Apparatus for Diagnosing Fuel Injectors
Method and Apparatus for Balancing a Motor Vehicle Wheel
Device for Measuring Rotor Imbalance

| Patent <br> Status |  |
| :--- | :--- |
| Issued | Patent Issue <br> Date |
| Issued | $2004-$ Mar-30 |
| Issued | $2004-$ May-04 |
| Issued | $2004-$ Oct-19 |
| Issued | $2004-$ Sep-21 |
| Issued | $2004-$ Sep-28 |
| Issued | $2004-$ Sep-28 |
| Issued | $2005-$ Apr-12 |
| Issued | $2005-$ Apr-26 |
| Issued | $2005-$ Aug-16 |
| Issued | $2005-$ Jan-11 |
| Issued | $2005-$ Jan-18 |
| Issued | $2005-$ Jul-26 |
| Issued | $2005-$ Jun-21 |
| Issued | $2005-$ Jun-28 |
| Issued | $2005-M a r-29$ |
| Issued | $2005-M a r-29$ |
| Issued | $2005-M a y-03$ |
| Issued | $2005-M a y-10$ |
| Issued | $2005-$ Nov-08 |
| Issued | $2005-$ Nov-29 |
| Issued | $2005-$ Sep-20 |
| Issued | $2005-$ Sep-20 |
| Issued | $2005-$ Sep-27 |
| Issued | $2006-A p r-04$ |
| Issued | $2006-A p r-11$ |
| Issued | $2006-A u g-01$ |
|  | $2006-A u g-01$ |


| Issued and Pending U.S. Patents |  |  |  |
| :---: | :---: | :---: | :---: |
| Title | Patent No. | Patent Status | Patent Issue Date |
| Calibration Certification for Wheel Alignment Equipment | US7089776 | Issued | 2006-Aug-15 |
| Setting Equipment for Saw Blades | US7096757 | Issued | 2006-Aug-29 |
| Alignment System with Locking Turntables and Skid Plates | US7143519 | Issued | 2006-Dec-05 |
| Fuse Saving Test Assembly for Fused Circuit | US7148698 | Issued | 2006-Dec-12 |
| Dead Blow Hammer | USD533759 | Issued | 2006-Dec-19 |
| Power Tool with Air Seal and Vibration Dampener | US7152695 | Issued | 2006-Dec-26 |
| Attachment for Impact Hammer | US6997269 | Issued | 2006-Feb-14 |
| Electronic Torque Wrench | US6981436 | Issued | 2006-Jan-03 |
| Method and Apparatus for Automotive Rim Edge Analysis and Corrective Weight Selection Guide | US6983656 | Issued | 2006-Jan-10 |
| Wrench with Flexible Ring | US6988430 | Issued | 2006-Jan-24 |
| Gradient Calculating Camera Board | US7069660 | Issued | 2006-Jul-04 |
| Tyre Test | US7055379B2 | Issued | 2006-Jun-06 |
| Hardening Fixture | US7060221 | Issued | 2006-Jun-13 |
| Method of Matching a Vehicle Wheel | US7065444B2 | Issued | 2006-Jun-20 |
| Self-Calibrating Postition Determination System and User Interface | US7062861 | Issued | 2006-Jun-20 |
| Method and Apparatus for Determining Geometrical Data of a Motor Vehicle Wheel Mounted Rotatably About an Axis of Rotation | US7064818 | Issued | 2006-Jun-20 |
| Method of Matching a Vehicle Wheel | US7065444 | Issued | 2006-Jun-20 |
| Top Chest to Roll Cab Attachment | US7008031 | Issued | 2006-Mar-07 |
| Vehicle Data Stream Pause Based on Data Value | US7020546 | Issued | 2006-Mar-28 |
| Ratcheting Tool with Spring Pawl Retainer | US7044029 | Issued | 2006-May-16 |
| Preset Torque Wrench with Multiple Setting Torque Selector Mechanism | US7044036 | Issued | 2006-May-16 |
| Antirotation Device for Insert on Pneumatic Hammer Retaining Chuck | US7052022 | Issued | 2006-May-30 |
| Prioritized Test Procedure and Step Display Using Statistical Feedback | US7142960 | Issued | 2006-Nov-28 |
| Camera Technique for Adaptive Cruise Control Adjustment | US7121011 | Issued | 2006-Oct-17 |
| Drawer Latch | US7121638 | Issued | 2006-Oct-17 |
| Manually Actuated Brake System for Manually Towable Vehicle | US7124859 | Issued | 2006-Oct-24 |
| Tool Lanyard | US7124470 | Issued | 2006-Oct-24 |
| Tool Box | USD530914S | Issued | 2006-Oct-31 |


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| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |



| Patent No． |
| :--- |
| US7313869 |
| US7337699 |
| US7340331 |
| US7369222 |
| US7372210 |
| US7373726 |
| US7377164 |
| US7445055 |
| US7451673 |
| USD579291 |
| US7424387 |
| US7519458 |
| USD590279 |
| US7523688 |
| US7523655 |
| US7634337 |
| USD586643 |
| US7472485 |
| US7481135 |
| US7565844 |
| US7540576 |
| US7552950 |
| US7555376 |
| US7512156 |
| US7532742 |
| US7536935 |
| US7610664 |
| USD604864 |
| US7603586 |


| Issued and Pending U.S. Patents |  |  |  |
| :---: | :---: | :---: | :---: |
| Title | Patent No. | Patent <br> Status | Patent Issue <br> Date |
| Axial Alignment Mechanism with Isolated Slant Disks | US7607377 | Issued | 2009-Oct-27 |
| Kit of Power Tools | US7609025 | Issued | 2009-Oct-27 |
| Assymmetric Hand Saw Handles | USD599185 | Issued | 2009-Sep-01 |
| Wheel Alignment System Using Smart Mems | US7581324 | Issued | 2009-Sep-01 |
| Manually Actuated Brake System for Manually Towable Vehicle | US7584827 | Issued | 2009-Sep-08 |
| Wheel Balancer with Weight Application Error Correction System | US7584659 | Issued | 2009-Sep-08 |
| Roller Brake Testing Dynamometer | US7584654 | Issued | 2009-Sep-08 |
| Apparatus and Method to Transfer Data From a Tire Pressure Monitor Tool to a Remote Output Device Such <br> As a Printer | US7589619 | Issued | 2009-Sep-15 |
| Vehicle Wheel Alignment System and Methodology | US7703213 | Issued | 2010-Apr-27 |
| Fuse Saving Tester for Fused Circuit | USRE41466 | Issued | 2010-Aug-03 |
| Vehicle Diagnostic Tool with Packet and Voice Over Packet Communications and Systems Incorporating Such a Tool | US7769508 | Issued | 2010-Aug-03 |
| Method of and Apparatus for Determining Geometrical Dimensions of a Vehicle Wheel | US7768632B2 | Issued | 2010-Aug-03 |
| Universal Pulling Tool | US7770277 | Issued | 2010-Aug-10 |
| Extended Low-Torque Ratchet Wrench | US7775141 | Issued | 2010-Aug-17 |
| Tyre Fitting Machine | US7784519 | Issued | 2010-Aug-31 |
| Improved Integrated Circuit Image Sensor for Wheel Alignment Systems | US7855783 | Issued | 2010-Dec-21 |
| Choice of Cutting Data / Bandcalc | US7654180 | Issued | 2010-Feb-02 |
| Self-Aligning Terminal Block for Battery Pack | US7659694 | Issued | 2010-Feb-09 |
| Calibration and Operation of Wheel Alignment Systems | US7640673 | Issued | 2010-Jan-05 |
| Diagnosing Malfunctioning Wheel Alignment System | US7643915 | Issued | 2010-Jan-05 |
| File Handle | USD607708S | Issued | 2010-Jan-12 |
| Method and Apparatus for Tracking Wheel Balancer Corrective Weight Usage | US7644616 | Issued | 2010-Jan-12 |
| Roller Brake Testing Dynamometer | US7752903 | Issued | 2010-Jul-13 |
| Wireless Vehicle Service Systems Using Addressable Devices | US7729880 | Issued | 2010-Jun-01 |
| Sheet of Light Imaging System | US7738120 | Issued | 2010-Jun-15 |
| Tyre Changer Apparatus | US7740043 | Issued | 2010-Jun-22 |
| Apparatus for Contactless 3D Wheel Alignment, System and Method Therefor | US7746456 | Issued | 2010-Jun-29 |
| Device for Mounting or Dismounting a Pneumatic Tyre From the Rim of a Vehicle Wheel | US7743812 | Issued | 2010-Jun-29 |


| Issued and Pending U.S. Patents |  |  |  |
| :---: | :---: | :---: | :---: |
| Title | Patent No. | Patent Status | Patent Issue <br> Date |
| Method for Optimizing Joint Press Set for Use with a Plurality of Ball Joints | US7669305 | Issued | 2010-Mar-02 |
| Steering Wheel Level Verification with Alignment Sensors Attached | US7681322 | Issued | 2010-Mar-23 |
| Vehicle Identification Key for Use Between Multiple Computer Applications | US7684908 | Issued | 2010-Mar-23 |
| Fault Tolerant Wheel Alignment Head and System | US7684026 | Issued | 2010-Mar-30 |
| Cutting Head Assembly for On-Vehicle Brake Lathe | US7712401 | Issued | 2010-May-11 |
| Rim Protection System for Tire Changers | US7715024 | Issued | 2010-May-11 |
| Terminal System for Multi-Voltage Power Tool | US7719230 | Issued | 2010-May-18 |
| Suspendable Locker | US7722141 | Issued | 2010-May-25 |
| Handsaw Blade | USD626806S | Issued | 2010-Nov-09 |
| Battery Charger with Charge Indicator | US7843167 | Issued | 2010-Nov-30 |
| Wheel Balancing Apparatus and Method with Improved Hidden Spokes Placement for Irregular Wheels | US7792610 | Issued | 2010-Sep-07 |
| Planetary Gear Set Centering Ring | US7794355 | Issued | 2010-Sep-14 |
| Bias Assembly for Ratchet Tools | US7987747 | Issued | 2011-Aug-02 |
| Wireless Network and Methodology for Automotive Service Systems | US8073586 | Issued | 2011-Dec-06 |
| Integrated Universal Input-Output Interface Circuit | US8081652 | Issued | 2011-Dec-20 |
| Wheel Diagnosis System | US8079254 | Issued | 2011-Dec-20 |
| Compact Device for Measuring the Forces Generated By a Rotor Imbalance | US8082787B1 | Issued | 2011-Dec-27 |
| Tool Storage Cabinet | US8084992 | Issued | 2011-Dec-27 |
| Compact Device for Measuring the Forces Generated By a Rotor Imbalance | US8082787B2 | Issued | 2011-Dec-27 |
| Method for Optimizing Joint Press Set for Use with a Plurality of Ball Joints | US7890305 | Issued | 2011-Feb-15 |
| Dynamic Alignment Monitoring System for On-Vehicle Disk Brake Lathe | US7861625 | Issued | 2011-Jan-04 |
| Reduced Weight Wheel Clamp | US7870677 | Issued | 2011-Jan-18 |
| Low Clearance Socket and Drive System | US7975576 | Issued | 2011-Jul-12 |
| Anvil for a Power Tool | US7980321 | Issued | 2011-Jul-19 |
| Apparatus System and Method of Use | US7954557 | Issued | 2011-Jun-07 |
| Method and System for Optimizing Vehicle Diagnostic Trees Using Similar Templates | US7957860 | Issued | 2011-Jun-07 |
| Joint Press Set | US7895723 | Issued | 2011-Mar-01 |
| Distributed Vehicle Service Method and System | US7917259 | Issued | 2011-Mar-29 |
| Vehicle Wheel Alignment System and Methodology | US7937844 | Issued | 2011-May-10 |


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| :---: | :---: | :---: | :---: |
| Title | Patent No. | Patent Status | Patent Issue Date |
| Measuring Tapes | USD638726 | Issued | 2011-May-31 |
| Measuring Tapes | USD638727 | Issued | 2011-May-31 |
| Method and Apparatus for Wheel Alignment | US7953247 | Issued | 2011-May-31 |
| Positive Pivot Centers for Adjustable Tools | US8051749 | Issued | 2011-Nov-08 |
| Full Width Overlay Drawer Latch | US8056943 | Issued | 2011-Nov-15 |
| Method for Optimizing Joint Press Set for Use with a Plurality of Ball Joints | US8156625 | Issued | 2012-Apr-17 |
| Reporting System for On-Vehicle Brake Lathe | US8245609 | Issued | 2012-Aug-21 |
| Vehicle Lift Systems with Lighting | US8251553B2 | Issued | 2012-Aug-28 |
| Handle with Striking End | USD654341 | Issued | 2012-Feb-21 |
| System and Method for Using Vehicle Attributes to Identify a Vehicle Under Service | US8095256 | Issued | 2012-Jan-10 |
| System and Method for Using Vehicle Attributes to Identify a Vehicle Under Service | US8103399 | Issued | 2012-Jan-24 |
| Single Pole Quick Travel Wheel Clamp | US8104185 | Issued | 2012-Jan-31 |
| On-Vehicle Brake Lathe with Indirect Drive | US8215212 | Issued | 2012-Jul-10 |
| Apparatus for Determining the Condition of a Tire Tread of a Vehicle Wheel Condition of a Tire Tread of a Vehicle | US8141414B2 | Issued | 2012-Mar-27 |
| Liftable Head Wheel Balancer | US8171790B2 | Issued | 2012-May-08 |
| Tool Bit Monitoring for On-Vehicle Brake Lathe | US8180480 | Issued | 2012-May-15 |
| Method and System for Retrieving Diagnostic Information | US8315760B2 | Issued | 2012-Nov-20 |
| Tool Aparatus, System and Method of Use | US8281871 | Issued | 2012-Oct-09 |
| Method and Apparatus for Updating of Software and/or Collecting of Operational Data In a Machine Unit | US8271972B2 | Issued | 2012-Sep-18 |
| Vehicle Measurement System with User Interface | US8413341 | Issued | 2013-Apr-09 |
| Vehicle Diagnostic Equipment Providing Hands-Free Operation | US8428811 | Issued | 2013-Apr-23 |
| Dual Pawl Ratchet Mechanism and Reversing Method | US8499666 | Issued | 2013-Aug-06 |
| Bias Assembly for Ratchet Tools | USRE44655 | Issued | 2013-Dec-24 |
| System for Dynamic Diagnosis of Apparatus Operating Conditions | US8620511 | Issued | 2013-Dec-31 |
| Power Strip with Input Plug | US8376782 | Issued | 2013-Feb-19 |
| Method of and Apparatus for Fitting or Removing a Motor Vehicle Tyre | US8342223B2 | Issued | 2013-Jan-01 |
| Cameras on Tyre Changer | US8432222B2 | Issued | 2013-Jan-01 |
| Tool Inventory Control System | US8353456 | Issued | 2013-Jan-15 |


| Issued and Pending U.S. Patents |  |  |  |
| :---: | :---: | :---: | :---: |
| Title | Patent No. | Patent Status | Patent Issue Date |
| Open End Wrench Head | US8474352 | Issued | 2013-Jul-02 |
| Variable Speed Toggle Trigger | US8493172 | Issued | 2013-Jul-23 |
| System and Method for Integrating Devices for Servicing a Device-Under-Service | US8463953 | Issued | 2013-Jun-11 |
| Overvoltage and Overcurrent Protection Scheme | US8390974 | Issued | 2013-Mar-05 |
| Three Dimensional Target for Machine Vision Measurement System | US8401236 | Issued | 2013-Mar-19 |
| Wireless Network and Methodology for Automotive Service Systems | US8452484 | Issued | 2013-May-28 |
| Rack Drive-On Assistance Systems | US8573363 | Issued | 2013-Nov-05 |
| Vehicle Diagnostic Tool with Copy Protection and Automatic Identification of Vehicle Ecus and Fault Display | US8589018 | Issued | 2013-Nov-19 |
| Apparatus for Supporting a Wheel of a Vehicle | US8590852B2 | Issued | 2013-Nov-26 |
| Automatic Rim Centering System for a Tyre Changing Machine | US8544520B2 | Issued | 2013-Oct-01 |
| System and Method for Extending Communication Range and Reducing Power Consumption of Vehicle Diagnostic Equipment | US8560168 | Issued | 2013-Oct-15 |
| Snap-Type Locking Device | US8567828 | Issued | 2013-Oct-29 |
| Tyre Changer with Improved Temperature Measuring of the Tyre | US8522850B2 | Issued | 2013-Sep-03 |
| Single Axis Telescoping Handle | US8534434 | Issued | 2013-Sep-17 |
| Adjustable Length Extension | US8534165 | Issued | 2013-Sep-17 |
| Vehicle Wheel Alignment System and Methodology | US8539684 | Issued | 2013-Sep-24 |
| Ultrasonic Position Measuring System | US8693286 | Issued | 2014-Apr-08 |
| System for Monitoring and/or Controlling Equipment in a Hazardous Area | US8692648 | Issued | 2014-Apr-08 |
| Electronic Torque Wrench | USD702519 | Issued | 2014-Apr-15 |
| Method and System for Enhanced Scanner User Interface | US8706316 | Issued | 2014-Apr-22 |
| Auxiliary Power Tool Handle | US8800412 | Issued | 2014-Aug-12 |
| Device for Measuring Forces Generated By an Unbalance | US8899111B2 | Issued | 2014-Dec-02 |
| Combined Balancing and Mounting Machine | US8899296B2 | Issued | 2014-Dec-02 |
| Vehicle Wheel Alignment System and Methodology | US8904654 | Issued | 2014-Dec-09 |
| Method and Systems for Providing Open Access to Vehicle Data | US8918245 | Issued | 2014-Dec-23 |
| Adjustable Tool Support Clamp | US8646622 | Issued | 2014-Feb-11 |
| Torque Wrench | USD699531 | Issued | 2014-Feb-18 |
| System and Method for Wireless Pairing Via Wired Connection | US8656062 | Issued | 2014-Feb-18 |


| Issued and Pending U.S. Patents |  |  |  |
| :---: | :---: | :---: | :---: |
| Title | Patent No. | Patent Status | Patent Issue Date |
| Apparatus for Positioning Tyred Wheels On a Tyre Changer Machine | US8632291B2 | Issued | 2014-Jan-21 |
| Battery Control and Protective Element Validation Method | US8766567 | Issued | 2014-Jul-01 |
| Apparatus for Supporting a Wheel of a Vehicle | US8783638B2 | Issued | 2014-Jul-22 |
| Virtual Roller | US8793109B2 | Issued | 2014-Jul-29 |
| Wheel Balancer with Means for Determining Tyre Uniformity | US8739624B2 | Issued | 2014-Jun-03 |
| Variable Speed Toggle Trigger | US8665058 | Issued | 2014-Mar-04 |
| Micro-Machined Accelerometers in Wheel Balancers | US8671734B2 | Issued | 2014-Mar-18 |
| Variable Speed Trigger Mechanism | US8716962 | Issued | 2014-May-06 |
| Dual Pawl Ratchet Mechanism and Reversing Method | US8720308 | Issued | 2014-May-13 |
| Tool Box Locking Mechanisms for Remote Activation | US8720239 | Issued | 2014-May-13 |
| Knives/Blades | USD705033 | Issued | 2014-May-20 |
| Cable Assembly for Protection Against Undesired Signals | US8734186B2 | Issued | 2014-May-27 |
| Brake Test Stand | US8857251B2 | Issued | 2014-Oct-14 |
| Hammer | USD716126 | Issued | 2014-Oct-28 |
| Method for Front Toe Adjust On Vehicles with Eps | US8825303 | Issued | 2014-Sep-02 |
| Image-Based Inventory Control System with Automatic Calibration and Image Correction | US8842183 | Issued | 2014-Sep-23 |
| Vehicle Lift Systems with Lighting | US8998460B2 | Issued | 2015-Apr-07 |
| Interchangeable Reflectors for Light Devices | US9004727 | Issued | 2015-Apr-14 |
| Process and Apparatus for Locating Light Emitting Diode In a Hand Tool Assembly | US9114512 | Issued | 2015-Aug-25 |
| Tyre Changer and Method of Measuring Force Variations Acting Between a Pherpheral Surface of a Wheel/Tyre Assembly and a Roller | US9114676B2 | Issued | 2015-Aug-25 |
| Methods and Systems for Providing an Auto-Generated Repair-Hint to a Vehicle Repair Tool | US9201930 | Issued | 2015-Dec-01 |
| Latch Mechanism for Front Opening Lid | US9199370 | Issued | 2015-Dec-01 |
| Box Wrench with Split Gear Body and Interchangeable Drive Insert | US9205542 | Issued | 2015-Dec-08 |
| Short Rolling Runout Compensation for Vehicle Wheel Alignment | US9212907 | Issued | 2015-Dec-15 |
| Ultrasonic Sensor with Accelerometers | US9212964B2 | Issued | 2015-Dec-15 |
| Motorized Hand Tool Apparatus and Assembly Method | US9221156 | Issued | 2015-Dec-29 |
| Method and System for Retrieving Diagnostic Information | US8954222 | Issued | 2015-Feb-10 |
| Method and System for Automated and Manual Data Capture Configuration | US8930064 | Issued | 2015-Jan-06 |


| Issued and Pending U.S. Patents |  |  |
| :--- | :--- | :--- |
| Title | Patent <br> Status |  |
| System and Method for Integrating Devices for Servicing a Device-Under-Service | Date |  |


| Issued and Pending U.S. Patents |  |  |  |
| :---: | :---: | :---: | :---: |
| Title | Patent No. | Patent Status | Patent Issue Date |
| Mounting Helper Tool | US9517667B2 | Issued | 2016-Dec-13 |
| Method and System for Instantaneously Logging Data in an Electronic Torque Wrench | US9523618 | Issued | 2016-Dec-20 |
| Image Based Inventory Control System and Method | US9258534 | Issued | 2016-Feb-09 |
| Power Actuated Wheel Clamp | US9228819 | Issued | 2016-Jan-05 |
| Synchronization of Two Bead Breakers | US9227473B2 | Issued | 2016-Jan-05 |
| Control Unit for Tyre Mounting/demounting | US9370975B2 | Issued | 2016-Jan-21 |
| Method of Calibrating Torque Using Peak Hold Measurement on an Electronic Torque Wrench | US9242356 | Issued | 2016-Jan-26 |
| Electronic Torque Tool with Integrated Real-Time Clock | US9395257 | Issued | 2016-Jul-19 |
| Impact Wrench Anvil | US9393677 | Issued | 2016-Jul-19 |
| Dynamic Presentation of Vehicular-Reference Information | US9361736 | Issued | 2016-Jun-07 |
| Device, Method and Kit for Cleaning Passage Ducts of a Coolant Fluid In a Recovery and Depuration Apparatus | US9366488B2 | Issued | 2016-Jun-14 |
| Roll Cab Stability Device | US9375078 | Issued | 2016-Jun-28 |
| Bias and Reversing Mechanism for Roller Clutch Ratchet | US9296093 | Issued | 2016-Mar-29 |
| Method and System for Enhanced Scanner User Interface | US9330508 | Issued | 2016-May-03 |
| System and Method for Selecting Individual Parameters to Transition From Text-To-Graph or Graph-To-Text | US9330507B2 | Issued | 2016-May-03 |
| Torque Application Tool | USD755602 | Issued | 2016-May-10 |
| Methods and Systems for Generating Baselines Regarding Vehicle Service Request Data | US9336244B2 | Issued | 2016-May-10 |
| Battery Monitoring In a Networked Inventory Control System | US9352905 | Issued | 2016-May-31 |
| Ball Deflecting Chamfer | US9505107 | Issued | 2016-Nov-29 |
| Tool Repair Package and Replacement System | US9475187 | Issued | 2016-Oct-25 |
| Prognostics-Based Estimator | US9477950 | Issued | 2016-Oct-25 |
| Apparatus for Guiding a Vehicle Onto a Service Lift Using a Machine Vision Wheel Alignment System | US9452917 | Issued | 2016-Sep-27 |
| Torque Wrench Having Improved Wear Properties | US9453288 | Issued | 2016-Sep-27 |
| Display Panel or Portion Thereof with Animated Graphical User Interface | USD783044 | Issued | 2017-Apr-04 |
| Display Panel or Portion Thereof with Animated Graphical User Interface | USD783669 | Issued | 2017-Apr-04 |
| Automatic Anti-Slipping System for Tyre Changing Machines | US9610804B2 | Issued | 2017-Apr-04 |
| Integrated Seal for Control Button | US9625936 | Issued | 2017-Apr-18 |
| Target Marking for Secure Logo Validation Process | US9626559 | Issued | 2017-Apr-18 |


| Title | Patent No. | Patent Status | Patent Issue <br> Date |
| :---: | :---: | :---: | :---: |
| Method, System and Apparatus for Providing Notification Pertaining to Actionable Condition of Electrical Shop Tool | US10427266 | Issued | 2019-Oct-01 |
| Multiprobe Circuit Tester with Color Graphical User Interface | USD861717 | Issued | 2019-Oct-01 |
| System and Method for Providing an Interactive Vehicle Diagnostic Display | US10430021B2 | Issued | 2019-Oct-01 |
| System and Method for Providing an Interactive Vehicle | US10430026B2 | Issued | 2019-Oct-01 |
| Electronic Torque Screwdriver | USD861450 | Issued | 2019-Oct-01 |
| Vehicle Exhaust Aftertreatment Device Cleaning Tool | USD863193S | Issued | 2019-Oct-15 |
| Vehicle Exhaust Aftertreatment Device Cleaning Tool | USD863194S | Issued | 2019-Oct-15 |
| Vehicle Exhaust Aftertreatment Device Cleaning Tool | USD863195S | Issued | 2019-Oct-15 |
| Socket Drive Improvement | US10442060 | Issued | 2019-Oct-15 |
| Power Units with Power Outlets and USB Ports | US10446992 | Issued | 2019-Oct-15 |
| Method and System for Generating Vehicle Service Content Based on Multi-Symptom Rule | US10453036B1 | Issued | 2019-Oct-22 |
| Systems and Methods of Configuring Vehicle Service Tools Associated with Display Device Based on Operating Condition of Vehicle | US10421440 | Issued | 2019-Sep-24 |
| Dynamic Presentation of Vehicular-Reference Information | US10424137 | Issued | 2019-Sep-24 |
| Apparatus and Method for Weighing Contents of a Storage Tank | US10612966B2 | Issued | 2020-Apr-07 |
| Method and System for Displaying Images Captured by a Computing Device Including a Visible Light Camera and a Thermal Camera | US10623668B2 | Issued | 2020-Apr-14 |
| Technician Assignment Interface | US10733548B2 | Issued | 2020-Aug-04 |
| Power Unit Boxes | US10741981 | Issued | 2020-Aug-11 |
| Tool Training for Automated Tool Control Systems | US10740994 | Issued | 2020-Aug-11 |
| Front Pull Latch | US10851567 | Issued | 2020-Dec-01 |
| Multiprobe Circuit Tester with Graphical User Interface | USD90440S | Issued | 2020-Dec-08 |
| Methods and Systems for Taxonomy Assist at Data Entry Points | US10860180B2 | Issued | 2020-Dec-08 |
| Multiprobe Circuit Tester Display with Graphical User Interface | USD904439S | Issued | 2020-Dec-08 |
| Ratcheting Mechanism for Ratchet Wrench | US10864616 | Issued | 2020-Dec-15 |
| Methods and Systems for Clustering of Repair Orders Based on Inferences Gathered From Repair Orders | US10867287B2 | Filed | 2020-Dec-15 |
| Apparatus and Method for Multi-Phase Vacuum-Assisted Recovery of Refrigerant | US10871317B2 | Issued | 2020-Dec-22 |
| Dual Pawl Ratchet Mechanism and Reversing Method | US10870186 | Issued | 2020-Dec-22 |


| Issued and Pending U.S. Patents |  |  |  |
| :---: | :---: | :---: | :---: |
| Title | Patent No. | Patent Status | Patent Issue Date |
| Method and System for Outputting Diagnostic Content Based on Capability of Diagnostic Device Selected to Receive Content | US10878642B2 | Issued | 2020-Dec-29 |
| Ratchet Mechanism Spring | US10549407 | Issued | 2020-Feb-04 |
| System and Method for Checking and Calibrating Scale for Measuring Fluid in Refrigerant Recovery System | US10563893B2 | Issued | 2020-Feb-18 |
| Rotatable Control Device with Axial Translation | US10528073 | Issued | 2020-Jan-07 |
| Live Ride Height Measurement | US10539413 | Issued | 2020-Jan-21 |
| Methods and Systems for Taxonomy Assist at Data Entry Points | US10705686B2 | Issued | 2020-Jul-07 |
| Cleaning Tool for Vehicle Exhaust Aftertreatment Device and Method of Using Same | US10716442B2 | Issued | 2020-Jul-21 |
| System and Method for Accessing Vehicle Communication Applications Requiring Vehicle Identification without Re-Entering Vehicle Identification | US10671623B2 | Issued | 2020-Jun-02 |
| Methods and Systems for Generating and Outputting Test Drive Scripts for vehicles | US10679433B2 | Issued | 2020-Jun-09 |
| Methods and Systems for Providing a Vehicle Repair Tip | US10685507B2 | Issued | 2020-Jun-16 |
| Rolling Virtual Wheel Spindle Calibration | US10684125 | Issued | 2020-Jun-16 |
| Methods and Systems for Tracking Labor Efficiency | US10692035B2 | Issued | 2020-Jun-23 |
| Method and System for Displaying Vehicle Service Information Based on Ordered Group of Information Set Identifiers | US10692051B2 | Issued | 2020-Jun-23 |
| Method and System for Providing Diagnostic Filter Lists | US10692307B2 | Issued | 2020-Jun-23 |
| Method and System for Providing Diagnostic Filter Lists | US10692306B2 | Issued | 2020-Jun-23 |
| Door Lock Mechanism | US10697201 | Issued | 2020-Jun-30 |
| Hex Driver | USD888526 | Issued | 2020-Jun-30 |
| System and Method for Generating Vehicle Data Report with Tool Measurement | US10580226B2 | Issued | 2020-Mar-03 |
| Automated Tool Data Generation in Automated Asset Management Systems | US10979873 | Issued | 2020-Mar-03 |
| Automated Tool Data Generation in Automation Asset Management Systems | US10579873 | Issued | 2020-Mar-03 |
| Method and System of Using a Usb User Interface in an Electronic Torque Wrench | US10585405 | Issued | 2020-Mar-10 |
| Reversing Mechanism for a Power Tool | US10590770 | Issued | 2020-Mar-17 |
| Internal Thread Chase | US10596648 | Issued | 2020-Mar-24 |
| Technician Timer | US10643158B2 | Issued | 2020-May-05 |
| System and Method for Scheduling Based on Vehicle Condition Reported By Vehicle | US10650615B2 | Issued | 2020-May-12 |
| Tool with Handle Offsets | US10661414 | Issued | 2020-May-26 |


| Patent Issue <br> Date |
| :--- |
| 2021－Jan－12 |
| $2021-J u l-20$ |
| 2021－Jul－27 |
| $2021-J u l-27$ |
| $2021-J u n-08$ |
| $2021-J u n-15$ |
| $2021-J u n-29$ |
| $2021-J u n-29$ |
| $2021-M a r-09$ |
| $2021-M a r-23$ |
| $2021-M a r-23$ |
| $2021-M a r-30$ |
| $2021-M a r-30$ |
| $2021-M a y-04$ |
| $2021-M a y-18$ |
| $2021-$ Nov－23 |
| $2021-O c t-12$ |
| $2021-O c t-12$ |
| $2021-$ Sep－07 |
| $2021-$ Sep－14 |
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| Issued and Pending U.S. Patents |  |  |  |
| :---: | :---: | :---: | :---: |
| Title | Patent No. | Patent Status | Patent Issue Date |
| Allen Wrench |  | Filed |  |
| Camera Housing |  | Filed |  |
| Customer and Vehicle Dynamic Grouping |  | Filed |  |
| Removable Floor Jack Saddle |  | Filed |  |
| System and Method for Dynamically-Changeable Displayable Pages with Vehicle Service Information |  | Filed |  |
| Truss Arm |  | Filed |  |
| Tool Housing and Method for Making the Same |  | Filed |  |
| Remote Wrench Handle and Accessories |  | Filed |  |
| Foldable and Wireless Display |  | Filed |  |
| Method and Apparatus for Tire Pressure Determination |  | Filed |  |
| Integral Reamer Apparatus |  | Filed |  |
| Methods and Systems for Modifying Diagnostic Flowcharts Based on Flowchart Performances |  | Filed |  |
| Tool Head with Groove for Removal From Lug |  | Filed |  |
| Wireless Network for Automotive Service Systems |  | Filed |  |
| Method of Composing for Adapters or Extensions on an Electronic Torque Wrench |  | Filed |  |
| Tool Repair Package and Replacement System |  | Filed |  |
| Removable Floor Jack Saddle |  | Filed |  |
| Roll Cab Stability Device |  | Filed |  |
| Socket Drive Improvement |  | Filed |  |
| Rotating Animated Visual User Display Interface |  | Filed |  |
| Low Profile Ratchet Wrench |  | Filed |  |
| Latch and Method of Installing a Latch |  | Filed |  |
| Pneumatic Valve for Foot Pedal |  | Filed |  |
| Battery Charger for Different Capacity Cells |  | Filed |  |
| Anvil for a Power Tool |  | Filed |  |
| Sawblade for Wood |  | Filed |  |
| Method of Balancing a Vehicle Wheel |  | Filed |  |
| Snap-Lock for Tool Bag |  | Filed |  |
| Network System for a Vehicle Testing Environment |  | Filed |  |


| Issued and Pending U.S. Patents |  |  |  |
| :---: | :---: | :---: | :---: |
| Title | Patent No. | Patent Status | Patent Issue Date |
| Hub for Ratchet Gears |  | Filed |  |
| Socket and Bit Retention |  | Filed |  |
| Power Supply Continuity System |  | Filed |  |
| High Strength Corner Reinforcement |  | Filed |  |
| Socket with Groove |  | Filed |  |
| Non-Marring Panel Remover |  | Filed |  |
| Monitoring of Tool Calibration Status In Automated Tool Control Systems |  | Filed |  |
| Right Angle Adapter |  | Filed |  |
| Socket Punches |  | Filed |  |
| Low Cost, Limted Use, Torque Limited "T" Handled Driver |  | Filed |  |
| Power Strip Box |  | Filed |  |
| Recessed Control Knobs |  | Filed |  |
| Cordless Lamp Styling |  | Filed |  |
| Image Based Inventory Control System with Advanced Display Features |  | Filed |  |
| Power Strip with Input Plug |  | Filed |  |
| Power Strip with Usb Ports |  | Filed |  |
| Portable and Modular Production Electroplating System |  | Filed |  |
| Portable and Modular Production Electroplating System |  | Filed |  |
| Wheel Aligner with Advanced Diagnostics and No-Stop Positioning |  | Filed |  |
| Portable Rescue Tool |  | Filed |  |
| Floor Jack Lockout Assembly |  | Filed |  |
| Hammer Head with Interference Fit |  | Filed |  |
| Multiprobe Circuit Tester with Graphical User Interface |  | Filed |  |
| Tyre Identification with Qr Codes |  | Filed |  |
| Boost Inverter for Tyre Changer |  | Filed |  |
| Jack |  | Filed |  |
| Internal Thread Chase |  | Filed |  |
| Improved Iso-Ride Brake |  | Filed |  |
| Bead Breaking Lever |  | Filed |  |


| Issued and Pending U.S. Patents |  |  |  |
| :---: | :---: | :---: | :---: |
| Title | Patent No. | Patent Status | Patent Issue Date |
| User Adjustable Electronic Torque Wrench Design with Ergonomic Features, and Signaling Capabilities |  | Filed |  |
| Network System for Automotive Shops |  | Filed |  |
| Preloaded Single Tool Unit |  | Filed |  |
| In-Line Gearbox for Tyre Changers |  | Filed |  |
| Boost Inverter for Tyre Changer |  | Filed |  |
| Automation of Mounting/Demounting Tool |  | Filed |  |
| Holding Device for a Rim of a Vehicle Wheel |  | Filed |  |
| Tyre Changer and Method of Measuring Force Variations Acting Between a Pherpheral Surface of a Wheel/Tyre Assembly and a Roller |  | Filed |  |
| New Measuring Unit |  | Filed |  |
| Tyre Mounting/Demounting Tool |  | Filed |  |
| Tread Scanner Integrated Into Wheel Lift |  | Filed |  |
| Method for Determining Tyre Eccentricity with a Fixed Laser Beam Projecting Small Stripe of Light |  | Filed |  |
| Automated Tool Control Device Managed in a Tool Crib Management System |  | Filed |  |
| Language Management in Automated Tool Control Systems |  | Filed |  |
| Managing Objects in an Automated Tool Control System |  | Filed |  |
| Method and System for Displaying Routing Diagram with Routable Components |  | Filed |  |
| Systems and Methods of Configuring Vehicle Service Tools Associated with Display Device Based on Operating Condition of Vehicle |  | Filed |  |
| Method and System for Calibrating Imaging System |  | Filed |  |
| Wheel Aligner with Improved Accuracy and No-Stop Positioning, Using a Drive Direction Calculation |  | Filed |  |
| Method and System for Calibrating Imaging System |  | Filed |  |
| Oil Filter Canister Drain Tool |  | Filed |  |
| Adjustable Pliers |  | Filed |  |
| Flex Joint Lock Button |  | Filed |  |
| Method and System for Test Driving Mobile Machine |  | Filed |  |
| Interactive Tool Storage System |  | Filed |  |
| Methods and Systems for Providing a Vehicle Repair Tip |  | Filed |  |
| Technician Timer |  | Filed |  |


| Issued and Pending U.S. Patents |  |  |  |
| :---: | :---: | :---: | :---: |
| Title | Patent No. | Patent Status | Patent Issue Date |
| System and Method for Scheduling Based on Vehicle Condition Reported by Vehicle |  | Filed |  |
| Method and System of Providing Cloud-Based Vehicle History Session |  | Filed |  |
| Communicating Battery Charger |  | Filed |  |
| Storage Container with Retaining Feature |  | Filed |  |
| Method and System for Displaying Vehicle Service Information Based on Ordered Group of Information Set Identifiers |  | Filed |  |
| Door Lock Mechanism |  | Filed |  |
| Impact Wrench |  | Filed |  |
| Tool with Handle Offsets |  | Filed |  |
| Tool with Teeth on Side |  | Filed |  |
| Hydraulic Pump with Secondary Safety Check Valve |  | Filed |  |
| Wide Groove on Socket |  | Filed |  |
| Wheel Aligner with Improved Accuracy and No-Stop Positioning Using a Drive Direction |  | Filed |  |
| Illumination for a Tool Storage Unit |  | Filed |  |
| Adjustable Pliers |  | Filed |  |
| A Device for Separating Oil From a Refrigerant Fluid |  | Filed |  |
| Methods and Systems for Increasing the Efficiency of a Remote Wrench |  | Filed |  |
| Method and Apparatus for Recovering the Refrigerant From an Air Conditioning System |  | Filed |  |
| A Maintenance Apparatus and Method for an Air Conditioning System of a Motor Vehicle |  | Filed |  |
| Method for Loading Refrigerant Fluid in an Air Conditioning System |  | Filed |  |
| Tool with Teeth in Slot |  | Filed |  |
| Combined Screw and Rivet |  | Filed |  |
| Reversing Lever |  | Filed |  |
| Corrosion and Mar Resistance of Steel Components |  | Filed |  |
| Holding Tool |  | Filed |  |
| Offset Impact Mechanism for a Hammer Tool |  | Filed |  |
| Controlling Brushless Motor Commutation |  | Filed |  |
| External Pawl Ratchet Mechanism |  | Filed |  |
| Flexible Head Joints for Cordless Ratchet Tools |  | Filed |  |


| Issued and Pending U.S. Patents |  |  |  |
| :---: | :---: | :---: | :---: |
| Title | Patent No. | Patent <br> Status | Patent Issue Date |
| Access Door for a Storage Unit |  | Filed |  |
| Dual Pawl Ratchet Mechanism |  | Filed |  |
| Socket Drive Improvement |  | Filed |  |
| Tool Extension |  | Filed |  |
| Visual Contrast Elements |  | Filed |  |
| PCB with Integrated Switches |  | Filed |  |
| Adaptive Image Processing |  | Filed |  |
| Methods and Systems to Provide Packages of Repair Information Based on Component Identifiers |  | Filed |  |
| Method and System for Displaying and Using PID Graph Indicators |  | Filed |  |
| Method and System for Providing Scanner Jobs on Diagnostic Tool |  | Filed |  |
| Bearing Race and Seal Driver-Handle |  | Filed |  |
| Motor Control System for Self-Calibrating Multi-Camera Alignment System |  | Filed |  |
| Method and System for Using Matrix Code to Display Content |  | Filed |  |
| Focused Light Beam Alignment Apparatus for Aligning Fixture Relative to a Vehicle |  | Filed |  |
| Guided Object Transfer and Automated Tracking Process in Automated Tool Control System |  | Filed |  |
| Inertial Socket Adaptor for Torque Application Tools |  | Filed |  |
| Internal Gear Retention Mechanism |  | Filed |  |
| Method and System for Providing Diagnostic Filter Lists |  | Filed |  |
| Direction Selector Mechanism for a Power Tool |  | Filed |  |
| Housing Clamp for a Power Tool |  | Filed |  |
| Insert for a Power Tool Housing |  | Filed |  |
| On-Vehicle Disk Brake Lathe System with Capture Device and Use Thereof |  | Filed |  |
| Supplementing Vehicle Service Content with Scan Tool Initialization Links |  | Filed |  |
| Vehicle Scan Tool Configured to Receive Automated Initialization Requests |  | Filed |  |
| Automated Vehicle Scan Tool Initialization |  | Filed |  |
| Ratchet Wrench with Tube Spring |  | Filed |  |
| System and Method for Indicating Torque |  | Filed |  |
| Portable and Modular Production Electroplating System |  | Filed |  |
| Tool with Double Leaf Spring |  | Filed |  |


| Title | Patent No. | Patent Status | Patent Issue Date |
| :---: | :---: | :---: | :---: |
| Torque Wrench with Shock Absorption |  | Filed |  |
| Temporary Shipping Handles and Packaging Therefor |  | Filed |  |
| Methods and Systems for Clustering of Repair Orders Based on Inferences Gathered From Repair Orders |  | Filed |  |
| Methods and Systems for Thermal Image Display |  | Filed |  |
| Method and System for Annotating Graphs of Vehicle Data |  | Filed |  |
| System and Method for Generating Augmented Checklist |  | Filed |  |
| Caster Wheel |  | Filed |  |
| Axial Pliers |  | Filed |  |
| Locking Pliers Release Mechanism |  | Filed |  |
| Handle Support Module |  | Filed |  |
| Jack |  | Filed |  |
| Vehicle Aligner with Advanced Diagnostics and No-Stop Positioning |  | Filed |  |
| System and Method for Vehicle Service Scheduler |  | Filed |  |
| Method and System for Displaying Multiple Routing Diagrams |  | Filed |  |
| Method and System for Testing Matched Components of Vehicle |  | Filed |  |
| Slide Hammer Weights |  | Filed |  |
| Monitoring of Tool Calibration Status in Automated Tool Control Systems |  | Filed |  |
| Hammerhead Striking Wrench |  | Filed |  |
| Motor Timeout in Power Tool |  | Filed |  |
| Current Pulse Limiting Protection |  | Filed |  |
| Storage Bin with Retaining Feature |  | Filed |  |
| Controlling a Brushless Motor |  | Filed |  |
| Wheel Aligner with Improved Accuracy and No-Stop Positioning using Drive Direction Calculation |  | Filed |  |
| Socket Drive Improvement |  | Filed |  |
| Tool Illumination Source |  | Filed |  |
| Method and System for Displaying Multiple Routing Diagrams |  | Filed |  |
| Method and System for Fleet Manager Collaboration |  | Filed |  |
| Scissor Arm, Scissor Lift, and Method of Fabricating a Scissor Arm |  | Filed |  |


| Issued and Pending U.S. Patents |  |  |  |
| :---: | :---: | :---: | :---: |
| Title | Patent No. | Patent Status | Patent Issue Date |
| Modular Vise |  | Filed |  |
| Method and System of Performing Diagnostic Flowchart |  | Filed |  |
| System and Method for Providing an Interactive Vehicle Diagnostic Display |  | Filed |  |
| Wheel Aligner with Improved Accuracy and No-Stop Positioning, Using a Drive Direction Calculation |  | Filed |  |
| Rotatable Control Device with Axial Translation |  | Filed |  |
| Focused Light Beam Alignment Apparatus for Aligning Fixture Relative to a Vehicle |  | Filed |  |
| Use of On Screen Content Identifiers in Automated Tool Control Systems |  | Filed |  |
| Wheel Aligner with Advanced Diagnostics and No-Stop Positioning |  | Filed |  |
| Data Acquisition Using Machine-Readable Optical Symbols |  | Filed |  |
| Electronic Torque Wrench with Interchangeable Battery |  | Filed |  |
| Power Door Opener |  | Filed |  |
| Power Door Opener |  | Filed |  |
| Non-Conductive Magnetic Retrieval Tool |  | Filed |  |
| Indexable Ratchet Tool |  | Filed |  |
| Axial Pliers |  | Filed |  |
| Tool Storage Units with Integrated Power |  | Filed |  |
| Method and Tool Product of Differential Heat Treatment Process |  | Filed |  |
| Fastener Retention and Anti-Camout Tool Bit |  | Filed |  |
| Tool Storage Units with Integrated Power |  | Filed |  |
| Bracket for Hanging Receptacle |  | Filed |  |
| Double Reduction Gear Train |  | Filed |  |
| Ratchet |  | Filed |  |
| Adjustable Door Hinge Mechanism |  | Filed |  |
| Floor Jack Lift Arm |  | Filed |  |
| Tool with Surfaces with a Compressive Surface Stress Layer |  | Filed |  |
| Systems and Methods for Predictive Augmentation of Vehicle Service Procedures |  | Filed |  |
| Ratchet Housing |  | Filed |  |
| Non-Contact Direction Selector Mechanism |  | Filed |  |
| Diagnostic Baselining |  | Filed |  |


| Issued and Pending U.S. Patents |  |  |  |
| :---: | :---: | :---: | :---: |
| Title | Patent No. | Patent Status | Patent Issue Date |
| Multi-Piece Housing for Indexable Motorized Ratchet Tools |  | Filed |  |
| System and Method for Providing an Interactive Vehicle Diagnostic Display |  | Filed |  |
| Vehicle Wheel Alignment Systems and Methods Using Drive Direction |  | Filed |  |
| Method and System For Augmenting Real-Fix Tips with Additional Content |  | Filed |  |
| Method and System for Determining Whether a Dongle is in Spatial Proximity to a Vehicle Diagnostic Tool |  | Filed |  |
| Compact Head Body Hammer |  | Filed |  |
| Ratchet with Toggle Trigger |  | Filed |  |
| Method and System for Providing Scanner Jobs on Diagnostic Tool |  | Filed |  |
| Double Overmolded Display Housing Assembly |  | Filed |  |
| Ergonomic Housing for a Power Tool |  | Filed |  |
| Wireless Torque Wrench with Torque Specifications |  | Filed |  |
| Methods and Systems for Taxonomy Assist at Data Entry Points |  | Filed |  |
| Tool Housing and Motor Exhaust Management |  | Filed |  |
| Tool and Motor Anti-Rotation |  | Filed |  |
| Tool Illumination Source |  | Filed |  |
| Impact Wrench |  | Filed |  |
| Portable Electric Rescue Tool |  | Filed |  |
| Use of Onscreen Identifiers in Automated Tool Control Systems |  | Filed |  |
| System and Method for Measuring Torque and Angle |  | Filed |  |
| System and Method for Accessing Vehicle Communication Applications Requiring Vehicle Identification without Re-Entering Vehicle Identification |  | Filed |  |
| Method and System for Providing Diagnostic Filter Lists |  | Filed |  |
| Automotive Aligner with Improved Accuracy and No-Stop Positioning Using a Drive Direction Calculation |  | Filed |  |
| Dead Blow Hammer Head |  | Filed |  |
| Method and System For Displaying PIDs Based on a PID Filter List |  | Filed |  |
| Push Button Release Mechanism for Pliers |  | Filed |  |
| Ratchet |  | Filed |  |
| Pneumatic Tool Exhaust Muffler |  | Filed |  |


| Issued and Pending U.S. Patents |  |  |  |
| :---: | :---: | :---: | :---: |
| Title | Patent No. | Patent Status | Patent Issue Date |
| Combined Screw and Rivet |  | Filed |  |
| Method and System for Reporting Diagnostic Trouble Code Set in Vehicle is Collision-Related |  | Filed |  |
| Brushless Direct Current Motor End Cap Heat Sink |  | Filed |  |
| Ergonomic Housing for a Power Tool |  | Filed |  |
| Flow Path Diverter for Pneumatic Tool |  | Filed |  |
| Socket Drive Improvement |  | Filed |  |
| Hammerhead Striking Method |  | Filed |  |
| Systems and Methods to Generate Repair Orders Using a Taxonomy and an Ontology |  | Filed |  |
| Technician Assignment Interface |  | Filed |  |
| Vehicle Health Record |  | Filed |  |
| Self-Calibrating Multi-Camera Alignment System |  | Filed |  |
| Pneumatic Tool Exhaust Muffler |  | Filed |  |
| Vehicle Wheel Alignment Methods and Systems |  | Filed |  |
| Pliers with Angled Crimping Opening |  | Filed |  |
| Method and System for Modifying Web Page Based on Content File Tags |  | Filed |  |
| Method and System for Outputting Diagnostic Content Based on Capability of Diagnostic Device Selected to Receive Content |  | Filed |  |
| Methods and Systems for Displaying Vehicle Operating Condition Indicators |  | Filed |  |
| Analyzing Vehicles Based on Common Circuit Elements |  | Filed |  |
| Method and System for Displaying and Using PID Graph Indicators |  | Filed |  |
| Tool Storage Units with Integrated Power |  | Filed |  |
| Method of Braking a Power Tool |  | Filed |  |
| Impact Mechanism for a Rotary Impact Tool |  | Filed |  |
| Data Acquisition Using Machine-Readable Optical Symbols |  | Filed |  |
| Universal Joint Tool Adapter Assembly |  | Filed |  |
| Tool Brownout Management |  | Filed |  |
| Frame for Display Assembly |  | Filed |  |
| Automated Tool Control Device Managed in a Tool Crib Management System |  | Filed |  |
| Language Management in Automated Tool Control Systems |  | Filed |  |


| Issued and Pending U.S. Patents |  |  |
| :--- | :--- | :--- |
| Title | Patent No. | Patent <br> Status |
| Managing Objects with Assigned Status in an Automated Tool Control System |  | Patent Issue <br> Date |
| Automated Tool Data Generation in Automated Asset Management Systems |  |  |
| Short Circuit Protection for a BLDC Motor | Filed |  |
| Controlling Brushless Motor Commutation |  |  |
| Method and System for Generating Vehicle Service Content |  |  |
| Method and System for Annotating Graphs of Vehicle Data | Filed |  |
| Circuit Board with Sensor Controlled Lights and End-to-End Connection |  |  |
| Dead Blow Slide Hammer | Filed |  |

## APPENDIX D. 2

Copyrights

| Copyrights Registered in the U.S.A. |  |  |
| :---: | :---: | :---: |
| Title | Copyright Number | Copyright Issued Date |
| SureTrack | TXU1910588 | 2014-Oct-10 |
| Tractor-Trailer.net | TXU001972160 | 2015-Feb-03 |
| ShopStream Diagnostic Suite, version 8.4 | TX8-614-725 | 2018-Jul-09 |
| ShopStream Diagnostic Suite, version 18.2 | TX8-614-683 | 2018-Jul-09 |
| DTI V1.0.2 (Copyright Registration - Thermal Imager) | TX-8-656-886 | 2018-Oct-02 |
| DTI ELITE V1.0.0 (Copyright Registration - Thermal Imager) | TX-8-656-899 | 2018-Oct-02 |
| ShopStream Diagnostic Suite, version 18.4 | TX8-659-536 | 2018-Oct-13 |
| Manager v6 | TX 8-752-142 | 2018-Sep-26 |
| Manager v7.2 | TX 8-655-463 | 2018-Sep-26 |
| ManagerSE v7.3 | TX 8-752-198 | 2018-Sep-26 |
| Thermal Laser V1.0.0 | TX 8-778-395 | 2019-Aug-07 |
| ShopStream Diagnostic Suite, version 19.4 | TX 8-781-221 | 2019-Aug-15 |
| Altusdrive.com v1.0.0.0 | TXu 2-141-763 | 2019-Mar-25 |
| Altusdrive.com v1.4.0.0 | TXu 2-141-771 | 2019-Mar-25 |
| ShopStream Diagnostic Suite, version 19.2 | TX8-723-138 | 2019-Mar-25 |
| ShopStream Diagnostic Suite version 20.2 | TX 8-906-062 | 2020-Aug-17 |
| ShopStream Diagnostic Suite version 20.4 | TX 8-903-902 | 2020-Aug-17 |
| ShopStream Diagnostic Suite version 21.4 | TX 9-022-227 | 2021-Aug-19 |
| ShopStream Diagnostic Suite version 21.2 | TX 8-948-240 | 2021-Feb-16 |
| RO | TX9-027-466 | 2021-Sep-22 |

## APPENDIX E

## Franchisees as of January 1, 2022

Note: In some instances current and former franchisees sign provisions restricting their ability to speak openly about their experience with Snap-on. You may wish to speak with current and former franchisees, but be aware that not all franchisees will be able to communicate with you.

| INDIVIDUAL FRANCHISEE OR PRINCIPAL OWNER | FRANCHISEE ENTITY | ADDRESS | CITY | STATE | $\begin{gathered} \text { ZIP } \\ \text { CODE } \end{gathered}$ | PHONE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BAILEY, BENJAMIN P | BAILEY TOOLS, INC. | 7611 EVANDER DR | ANCHORAGE | AK | 99518 | 907-250-4633 |
| BURNS, BRIAN R | BURNS TOOLS LLC | 3294 STOREY DR | NORTH POLE | AK | 99705 | 907-347-7457 |
| CANNON, ROBERT G | CANNON TOOLS LLC AK | 4500 HUFFMAN RD | ANCHORAGE | AK | 99516 | 907-360-2914 |
| CORKERY, JAMES P | ARTIC TOOLS LLC | 7901 MENTRA ST | ANCHORAGE | AK | 99518 | 907-223-7104 |
| DILLEY, BRANDON A | TOOLS OF THE TRADE, LLC | 2601 MONA AVE | ANCHORAGE | AK | 99516 | 907-351-9303 |
| MARSHALL, STANLEY K | MARSHALL TOOLS, LLC. | 6833 QUEENS VIEW CIRCLE | ANCHORAGE | AK | 99504 | 907-223-0193 |
| MCGOVERN, NATHANIEL M | LAST FRONTIER TOOL COMPANY INC. | 502 KELLUM ST | FAIRBANKS | AK | 99701 | 907-322-1888 |
| SIMPSON, THOMAS L |  | 316 E COUNTRY RIDGE RD | WASILLA | AK | 99654 | 907-841-2051 |
| VIRGIL, DEREK F | VIRGIL ENTERPRISES, INC | 47040 WAZZU AVE | SOLDOTNA | AK | 99669 | 907-398-1540 |
| BARDIN, ROBERT B | BHAM TOOL \& CHEST, LLC | 1112 N SHADESVIEW TERRACE | BIRMINGHAM | AL | 35209 | 770-310-1955 |
| BIDNEY, DAVID J | 713 TOOLS LLC | 9235 OTTAWA DR | DAPHNE | AL | 36526 | 251-753-4493 |
| BLANTON, BARRY S | BLANTON CORPORATION | 1678 OZIER DR | TUSCALOOSA | AL | 35405 | 205-531-8539 |
| BRANT, KEVIN E (GA outlet) |  | 431 LEE ROAD 2019 | PHENIX CITY | AL | 36867 | 706-325-2830 |
| BRASSFIELD, STEVEN L | S \& M TOOLS, LLC | 8351 COOSADA RD | COOSADA | AL | 36020 | 334-380-1654 |
| BROWN, THOMAS P | CHAMP TOOLS \& EQUIPMENT LLC | 121 HIGHLAND CREST PKWY | HOOVER | AL | 35226 | 205-492-4195 |
| CHAFFIN, TAYLOR S | BIGT TOOLS LLC | 26682 POLLARD RD | DAPHNE | AL | 36526 | 251-510-2999 |
| CRUCE, REX STEVEN | STEVE CRUCE ENTERPRISES, INC | 657 WISTERIA WAY | GARDENDALE | AL | 35071 | 205-337-0586 |
| DODD, PATRICK E | DODD'S HARDWARE, LLC | 556 MARKLUND RD | SUMITON | AL | 35148 | 205-427-0158 |
| FABIAN, CHRISTOPHER J | FABIAN'S TOOLBOX LLC | 9903 WILLOW COVE RD SE | HUNTSVILLE | AL | 35802 | 256-457-7103 |
| GREEN, DAVID PAUL | DAVID GREEN L.L.C. | 90 RAPID CREEK COVE | MILLBROOK | AL | 36054 | 334-313-0105 |
| GREEN, DAVID PAUL | GREEN'S TOOLS LLC | 2015 WOODVALLEY RIDGE | PRATTVILLE | AL | 36066 | 334-300-4521 |
| GUTOWSKI, NEIL M | NMG DISTRIBUTION, LLC | 2028 SHAGBARK RD | HOOVER | AL | 35244 | 205-317-2949 |
| HALL, QUINCY ADAM | NO PANS, LLC | 1151 COUNTY RD 1447 | FALKVILLE | AL | 35622 | 256-758-2069 |
| HOLDER, WILMER EUGENE | L.A. TOOL DISTRIBUTORS, LLC | 3331 S ST HWY 123 | NEWTON | AL | 36352 | 334-701-5625 |
| JONES, EDDIE W | DIXIE SERVICES, LLC | 17 GREENBRIAR | TUSCALOOSA | AL | 35405 | 205-887-6743 |
| KIMSEY, JAMES MEL |  | 108 FERNWAY DR | ATMORE | AL | 36502 | 251-577-2953 |
| LANG, LEON M | LEON'S TOOLS \& EQUIPMENT, INC. | 1015 SHELTON BEACH RD, STE A | SARALAND | AL | 36571 | 251-401-0735 |
| LANGSTON, TYLER M | MCCOY SALES AND SERVICES, LLC | 2470 VALE DR | BIRMINGHAM | AL | 35244 | 205-914-5472 |
| LOY, PAUL J | LOY TOOL LLC | 2261 COLVIN CIR S | GADSDEN | AL | 35907 | 256-390-4869 |
| MASSEY, BRUCE ALLEN | MASSEY ENTERPRISES, LLC | 2255 COUNTY ROAD 400 | FYFFE | AL | 35971 | 256-899-4315 |
| MYHAN, ROBERT DANIEL |  | 314 MARTIN DR | MUSCLE SHOALS | AL | 35661 | 256-740-1005 |
| RUSHING, LANCE G | RUSHING CORPORATION | 604 OAKLINE DRIVE | HOOVER | AL | 35226 | 205-296-5033 |
| RUTHMAN, MARTIN J | MARTYSTOOLS LLC | 5510 WHITESBURG DR SW | HUNTSVILLE | AL | 35802 | 256-230-7176 |
| SANDERS, RICHARD F | S \& J AUTOMOTIVE TOOLS INC. | 999 LANE DR | PELL CITY | AL | 35128 | 205-863-0524 |

Franchisees as of January 1, 2022

| INDIVIDUAL FRANCHISEE OR PRINCIPAL OWNER | FRANCHISEE ENTITY | ADDRESS | CITY | STATE | $\begin{gathered} \text { ZIP } \\ \text { CODE } \end{gathered}$ | PHONE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SANDERS, RICHARD F | SANDERS AUTOMOTIVE TOOLS, LLC | 999 LANE DR | PELL CITY | AL | 35128 | 205-863-0524 |
| WAGNER, AARON G | AARON'S TOOLS L.L.C. | 14855 WOODLAND RD | ATHENS | AL | 35613 | 256-998-8429 |
| WARD, DONALD W | SUMO AND SONS TOOLS, INC | 104 FRANKWOOD DR | MIDLAND CITY | AL | 36350 | 334-685-3518 |
| WARREN, BENJAMIN M | MIKE WARREN, LLC | 20290 HADLEY RD | FOLEY | AL | 36535 | 251-209-8662 |
| WOOD, CHRISTOPHER G | CHRIS WOOD INDUSTRIES LLC | 3683 COUNTY HWY 57 | BLOUNTSVILLE | AL | 35031 | 205-835-6618 |
| WRIGHT, KEITH E | WRIGHT'S TOOLS, LLC | 429 JACKSON CIR | MIDLAND CITY | AL | 36350 | 334-796-1677 |
| ATKINS, SHAWN J Additional Franchise | ATKINS TOOL FRANCHISE LLC | 1802 SARA ANN CIR | PARAGOULD | AR | 72450 | 870-586-4007 |
| BUTLER, AUSTON J | AUSTON BUTLER LLC | 3302 DIANA ST | SPRINGDALE | AR | 72764 | 479-276-0755 |
| CHAMBERS, JASON M | J \& C TOOL SALES, LLC | 934 W VINITY RD | MC RAE | AR | 72102 | 501-743-5170 |
| DACUS, CHRIS L | TOOL TIME, LLC | 502 KELSEY DR | JONESBORO | AR | 72404 | 870-530-0446 |
| DEAN, JIMMY C | THE ARCIS GROUP, INC | 1001 LARKS CT | MORRILTON | AR | 72110 | 501-773-5525 |
| FALLS, WESLEY R |  | 761 S POLK RD \#75 | MENA | AR | 71953 | 479-243-3363 |
| GERRALD, MICHAEL ALLEN | MAGRG, LLC | 945 STAFFORD RD | WILMAR | AR | 71675 | 870-866-0923 |
| GERRALD, MICHAEL ALLEN | MGRG, LLC | 945 STAFFORD RD | WILMAR | AR | 71675 | 870-866-0923 |
| GERRALD, MICHAEL ALLEN | MG, LLC | 945 STAFFORD RD | WILMAR | AR | 71675 | 870-866-0923 |
| GOLDFISH, STEVEN L |  | 2108 MAGNOLIA BEND | VAN BUREN | AR | 72956 | 479-755-7717 |
| GRIFFITH, KEVIN J | THE MASTER'S PLAN, LLC | 275 EMITTE LN | MOUNTAIN HOME | AR | 72653 | 870-559-9400 |
| GRIGG, KYLE C | PREMIERE TOOL COMPANY LLC | 183 N PIANALTO RD | SPRINGDALE | AR | 72762 | 479-225-1779 |
| HEFLEY, JAYSON G | JTM TOOLS LLC | 254 INDIANHEAD RD | AUSTIN | AR | 72007 | 501-920-1626 |
| HERNANDEZ, RANDALL S | ANCHOR TOOLS LIMITED LIABILITY COMPANY | 1304 SILENT GROVE RD | SPRINGDALE | AR | 72762 | 479-305-1364 |
| INGRAM, KEITH E | ZIG ZAG Z SALES, LLC | 150 COUNTY LINE RD | LOCUST GROVE | AR | 72550 | 870-613-4448 |
| JOHNSON, SHAWN LEE | TWIN S. CORPORATION | 107 ELLIOTT RD | GREENBRIER | AR | 72058 | 501-514-5776 |
| LAWSON, EUGUENE R | 4 L TOOL SALES, LLC | PO BOX 883 | MENA | AR | 71953 | 479-243-7575 |
| MATLOCK, GARY L | MATLOCK TOOLS \& EQUIPMENT, LLC | 3546 E REDWOOD DR | FAYETTEVILLE | AR | 72703 | 479-409-4546 |
| MCCASLIN, MITCHELL ORVAL | MCCASLIN TOOLS INCORPORATED | 280 WHITE SULPHER RD | HOT SPRINGS NATIONAL PK | AR | 71901 | 501-258-8669 |
| MCNAY, MICHAEL JAMES | MCNAY TOOLS AND EQUIPMENT, INC. | 2105-B S MAIN ST | STUTTGART | AR | 72160 | 870-674-8470 |
| NORRIS, MARK ALLEN | MARK'S TOOL SALES, LLC | 1311 N MAPLE ST | SEARCY | AR | 72143 | 501-940-2038 |
| NORRIS, MARK ALLEN | PLATINUM TOOL SALES, LLC | 1311 N MAPLE ST | SEARCY | AR | 72143 | 501-940-2038 |
| NORRIS, MARK ALLEN | ELITE TOOL SALES, LLC | 1311 N MAPLE ST | SEARCY | AR | 72143 | 501-940-2038 |
| PHELPS, RICHARD LON | PHELPS TOOLS, LLC | 10020 HWY 270 | MALVERN | AR | 72104 | 501-337-2195 |


| INDIVIDUAL FRANCHISEE OR PRINCIPAL OWNER | FRANCHISEE ENTITY | ADDRESS | CITY | STATE | $\begin{aligned} & \text { ZIP } \\ & \text { CODE } \end{aligned}$ | PHONE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| POWELL, STEVEN RAY |  | 10219 DURVIN RD | DARDANELLE | AR | 72834 | 501-416-1601 |
| SEABAUGH, STEPHEN CRAIG | SEABAUGH TOOLS, LLC | PO BOX 367 | WYNNE | AR | 72396 | 870-588-6618 |
| SHAW, DICK LEON | B.A.D. TOOL COMPANY, INC. | 412 AKEL RD | CABOT | AR | 72023 | 501-920-2769 |
| STEGE, JEFFERY C | INTEGRITY SALES LLC | 1740 W BROADWAY PL | ROGERS | AR | 72758 | 479-715-5475 |
| TINSLEY, SAM D | TINSLEY FARMS, INC | 820 OLD CARPENTER LN | HARRISON | AR | 72601 | 870-688-3841 |
| WRAY, DAVID A |  | 1900 GLEN WEST WAY | FORT SMITH | AR | 72916 | 479-806-1314 |
| ALEJANDRO, ROBERT | ALEJANDRO TOOL CORPORATION | 8742 W WETHERSFIELD RD | PEORIA | AZ | 85381 | 623-910-6412 |
| BESONSON, EDWIN P | BESONSON TOOLS LLC | 5390 NORTH ROBERT RD | PRESCOTT VALLEY | AZ | 86314 | 928-910-6462 |
| BINDER, KEITH W | KB TOOLS LLC | 13775 N COMO HILLS DR | TUCSON | AZ | 85755 | 520-481-2152 |
| BRECHBIEL, MARTIN D | BRECHBIEL TOOLS LLC | 12822 S MORNING DEW TRL | VAIL | AZ | 85641 | 520-505-0411 |
| CACIOPPO, CHRISTOPHER T | C \& B TOOLS, LLC | 2733 N POWER RD, STE 102, BOX $490$ | MESA | AZ | 85215 | 480-225-7266 |
| CHAMPION, JOSEPH B | JOE TOOLS, LLC | 2781 N HOZONI RD | PRESCOTT | AZ | 86305 | 928-713-5331 |
| CHING, ADAM K | ADAM CHING ENTERPRISES L.L.C. | 3729 E HARRISON ST | GILBERT | AZ | 85295 | 480-628-8135 |
| CONNOLLY, JORDAN T | CONNETT INDUSTRIES LLC | 11445 N ALICE DR | FLAGSTAFF | AZ | 86004 | 480-760-3268 |
| CREEK, CHARLES S. | CHUCK S ENTERPRISES INCORPORATED | 5409 W GARDEN DR | GLENDALE | AZ | 85304 | 602-615-3534 |
| DAVIDSON, KEITH A | DAVIDSONS TOOLS KD LLC | 2476 S 218TH DR | BUCKEYE | AZ | 85326 | 480-682-7418 |
| DENNY, JAMES M | JD TOOLS LLC | 5786 E PIONEER ST | APACHE JUNCTION | AZ | 85119 | 602-615-7896 |
| DONATHAN, NORMAN D |  | 5216 N 199TH AVE | LITCHFIELD PARK | AZ | 85340 | 602-531-2999 |
| EASTMAN, MICHAEL SHELDON | M \& D EASTMAN, L.L.C. | 941 E BIRCHWOOD PL | CHANDLER | AZ | 85249 | 602-397-0610 |
| EVANS, PAUL D | PAUL EVANS, LLC | 6673 W MARE AVE | COOLIDGE | AZ | 85128 | 602-793-8423 |
| FISHER, JACOB J | JB FISHER TOOLS LLC | 3636 KIOWA BLVD N | LAKE HAVASU CITY | AZ | 86404 | 435-236-5077 |
| GABEL, ROBERT D | BM GABEL TOOLS LLC | 11234 E SHERIDAN AVE | MESA | AZ | 85212 | 480-363-8167 |
| HANNAR, STEVE F | HANNAR TOOLS LLC | 8218 W PATRICK LN | PEORIA | AZ | 85383 | 602-478-2028 |
| HANSEN, MICHAEL R | HANSEN'S TOOLS LLC | 7705 E LAS PALMAS DR | PRESCOTT VALLEY | AZ | 86314 | 623-628-0114 |
| HAWKINS, JOHN P | HAWX ENTERPRISES LLC | 1711 E WESSON DR | CHANDLER | AZ | 85286 | 480-217-7748 |
| HERRERA, ARMANDO | PHX TOOL SUPPLY | 5720 W VOGEL AVE | GLENDALE | AZ | 85302 | 623-687-1419 |
| HOUCK, RUSSELL G | HAWK TOOLS LLC | 30845 N KEYSTONE CT | QUEEN CREEK | AZ | 85142 | 480-290-6563 |
| HOXIE, STEVEN J | STEVE HOXIE TOOLS LLC | 14206 WEST CALAVAR RD | SURPRISE | AZ | 85379 | 602-677-8899 |
| IVERSON, TERRENCE R | T\&J IVY, LLC | 13706 E CASCOLOTE DR | SCOTTSDALE | AZ | 85262 | 815-353-3881 |
| JIO, CRAIG I | 520 TOOLS LLC | 2582 MONTECITO CT | SIERRA VISTA | AZ | 85635 | 520-353-5593 |
| JONES, ANDREW S |  | 7596 N MEREDITH BLVD | TUCSON | AZ | 85741 | 520-465-4670 |
| KELLEY, JOHN G | J AND KK TOOLS LLC | 11455 E RUTLEDGE AVE | MESA | AZ | 85212 | 480-694-3597 |


| INDIVIDUAL FRANCHISEE OR PRINCIPAL OWNER | FRANCHISEE ENTITY | ADDRESS | CITY | STATE | $\begin{gathered} \text { ZIP } \\ \text { CODE } \end{gathered}$ | PHONE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| KUJAWA, DAVID | TOOL WORX LLC | 3280 N NAMBE DR | TUCSON | AZ | 85749 | 520-955-1431 |
| LEWIS, TIMOTHY J | L \& G TOOL SUPPLY, LLC | 3203 N SYCAMORE PL | CHANDLER | AZ | 85224 | 480-415-5658 |
| MARTIN, ANDREW P | AM MOTO INC | 2456 W LEWIS AND CLARK TRL | PHOENIX | AZ | 85086 | 612-743-1876 |
| MAXFIELD, ANNAN T | MY EPIQ TOOLS, LLC | 9620 WEST MISSION LANE | PEORIA | AZ | 85345 | 602-516-8606 |
| MCKINNEY, TROY K | CTM ENTERPRISE LLC | 20488 EAST APPALOOSA DRIVE | QUEEN CREEK | AZ | 85142 | 602-647-3759 |
| MCROY, ROBERT R | MCROY \& CO, LLC | 5895 TIMBERLINE TRL | FLAGSTAFF | AZ | 86004 | 928-853-5956 |
| MENESES, FORTINO | T \& R TOOLS LLC | 4468 E BERBENA DR | PHOENIX | AZ | 85004 | 480-243-0990 |
| MERCADO, DANIEL C | MERCADO TOOLS, LLC | 200 E ROSEBUD DR | SAN TAN VALLEY | AZ | 85143 | 480-665-6776 |
| MILLER, TYLER M | BLACKLIST TOOLS LLC | 3655 E VISTA GRANDE | SAN TAN VALLEY | AZ | 85140 | 480-734-0720 |
| MORICI, PHILIP J | SNAPPY TOOL SALES LLC | 7729 W JOHN CABOT RD | GLENDALE | AZ | 85308 | 602-334-3849 |
| ORLANDO, JAMES P | JIMMY O'S TOOL SLED, INC. | 10077 E DESERT VALLEY PL | TUCSON | AZ | 85747 | 520-306-1870 |
| ORTH, MICHAEL J | TEAM OG TOOLS LLC | 17129 N WOODROSE AVE | SURPRISE | AZ | 85374 | 904-625-0774 |
| OUTCALT, VINCE P. |  | 10175 E CHOLLA ST | SCOTTSDALE | AZ | 85260 | 602-692-6746 |
| PECK, BRIAN A | BP TOOLS, LLC | 10609 N DECKER | TUCSON | AZ | 85742 | 520-490-1038 |
| POTTS, ANTHONY G | T'S TOOL TRUCK, LLC | 13355 N COMO DR | TUCSON | AZ | 85755 | 520-977-0760 |
| RIX, ANTHONY B | 63 BRAVO TOOLING LLC | 2607 S ROSE GDN | MESA | AZ | 85209 | 480-547-9688 |
| RODRIGUEZ, GABRIEL C | CHAVIRA TOOL COMPANY LLC | 4664 W 19TH ST | YUMA | AZ | 85364 | 928-261-5572 |
| RUDOLPH, WILLIAM J | WBK ENTERPRISES, LLC | 12721 N 85TH AVE | PEORIA | AZ | 85381 | 623-694-8694 |
| SAMARRIPA, CHRISTOPHER D | CAS TOOLS, LLC | 4567 S JOSHUA TREE LN | GILBERT | AZ | 85297 | 480-689-1198 |
| SCHMIDT, ROBERT B | ROBO-TOOLS LLC | 2130 E AIRE LIBRE AVE | PHOENIX | AZ | 85022 | 480-881-0459 |
| STIDHAM, BOBBY C | BCSTID TOOLS, LLC | 7733 W CINNABAR AVE | PEORIA | AZ | 85345 | 623-326-0127 |
| SWANBERG, CURTIS M | SWANBERG TOOLS, LLC | 12532 E KIT CARSON PL | TUCSON | AZ | 85749 | 520-247-2433 |
| SWANSON, CHRISTOPHER J | SWANSON CHROME TOOLS, L.L.C. | 1920 W PASEO MONSERRAT | TUCSON | AZ | 85704 | 520-548-2325 |
| TATARSKI, JACOB C | BIG TOACH TOOL SUPPLY LLC | 12213 N 25TH PL | PHOENIX | AZ | 85032 | 562-883-1441 |
| TATKOWSKI, JASON K | JKT DIAGNOSTICS AND TOOLS LLC | 549 W HAXTUN ST | SAN TAN VALLEY | AZ | 85143 | 602-931-9385 |
| THOMPSON, MATTHEW S | THOMPSON TOOLS LLC | 15825 S 7TH DR | PHOENIX | AZ | 85045 | 480-226-9674 |
| THREADGILL, TYSON R Additional Franchise | TEK TOOLS, LLC | 1378 BOURDON RANCH RD | SHOWLOW | AZ | 85901 | 928-242-4253 |
| WARD, RICHARD D | RICH WARD TOOLS LLC | 22018 W BEACON LN | WITTMANN | AZ | 85361 | 602-616-4094 |
| WELTER, STEVEN J | WELTER'S SERVICES LLC | 3323 KAREN AVE | KINGMAN | AZ | 86401 | 928-715-2727 |
| WHITNEY, JOSEPH M | JW TOOLS LLC | 8724 W KAREN LEE LN | PEORIA | AZ | 85382 | 623-521-5780 |
| WINFREY, MICHAEL B | PLATINUM TOOLS LLC | 3330 PINTAIL DR | LAKE HAVASU CITY | AZ | 86406 | 928-605-2692 |
| WOODMANSEE, JOE L | HILLWOOD TOOLS, LLC | 12947 N 74TH LN | PEORIA | AZ | 85381 | 602-684-2299 |
| YUEN, SAM H | YUEN MY TRUCK LLC | 9623 W MONTE LINDO | PEORIA | AZ | 85383 | 480-579-9680 |



| INDIVIDUAL FRANCHISEE OR PRINCIPAL OWNER | FRANCHISEE ENTITY | ADDRESS | CITY | STATE | $\begin{aligned} & \text { ZIP } \\ & \text { CODE } \end{aligned}$ | PHONE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BRANDT, PATRICK A | PAB ENTERPRISES, LLC | 4073 SUSANWOOD DR | CONCORD | CA | 94521 | 925-222-0868 |
| BRICKMAN, JONATHAN |  | 219 ERBES RD, \#101 | THOUSAND OAKS | CA | 91362 | 805-258-1653 |
| BRUN, KARL ROBERT | QUALITY MECHANIC'S TOOLS, INC | 13892 ALDER CREEK RD | TRUCKEE | CA | 96161 | 530-414-4229 |
| BRUNEAU, DAVID D |  | 10102 MALLOW DR | MORENO VALLEY | CA | 92557 | 951-453-6598 |
| BRUNER, PAUL | BRUNER'S TOOLBOX LLC | 20630 MAYFAIR CT | COTTONWOOD | CA | 96022 | 530-276-5818 |
| BRUTTOMESSO, HENRY D | BRUTTOMESSO ENTERPRISES, INC. | 20310 TEMESTAL CANYON RD | CORONA | CA | 92881 | 951-553-5006 |
| BRYAN, BOB |  | 2141 FELIZ DR | NOVATO | CA | 94945 | 415-609-2884 |
| BULLIS, KEVIN W | KEVIN BULLIS AUTHORIZED TOOL DEALER, LLC | 5947 CYPRESS POINT DR | LIVERMORE | CA | 94551 | 650-676-5472 |
| BURLESON, GARY E | GEB INC. | 309 CAMINO DE LAS COLINAS | REDONDO BEACH | CA | 90277 | 310-628-3078 |
| BURNETT, JOSHUA L | BURNETTS AND SON'S TOOLS LLC | 827 S BLISS AVE | FRESNO | CA | 93727 | 559-824-4250 |
| BURNS, CHAD E |  | 16681 VIEWPOINT LN | HUNTINGTON BEACH | CA | 92647 | 714-337-3414 |
| BUTLER, JERRY THOMAS | BUTLER DISTRIBUTION LLC | 1209 GRAND RIVER AVE | SHASTA LAKE | CA | 96019 | 530-356-0263 |
| BUTLER, TRAVIS J | BUTLER TOOL DISTRIBUTION LLC | 1598 HELSINKI WAY | LIVERMORE | CA | 94550 | 925-719-1825 |
| CAGGIANO, GINO D | GINO CAGGIANO CENTRAL VALLEY TOOLS LLC | 3814 N FULGHAM CT | VISALIA | CA | 93291 | 559-799-4847 |
| CALDWELL, BRANDON W. | CENTRAL VALLEY TOOLS \& EQUIPMENT, INC | 4518 S DANS ST | VISALIA | CA | 93277 | 559-333-3060 |
| CALL, RICHARD S. |  | 31858 CASTAIC RD, STE 214 | CASTAIC | CA | 91384 | 661-713-7627 |
| CALVILLO, OSCAR | CAL AUTO WORKS, LLC | 282 VEGA RD | ROYAL OAKS | CA | 95076 | 831-750-4246 |
| CARDOSO, ALBERTO | CARDOSO LLC | 3284 VIA TONGA | SAN DIEGO | CA | 92154 | 619-681-3993 |
| CARVAJAL, STEVE F | STEVE CARVAJAL INC. | 2041 WOOD MAR RD | EL DORADO HILLS | CA | 95762 | 916-402-1960 |
| CHAN, ELSON P |  | 2291 BLACKFIELD DR | CONCORD | CA | 94520 | 408-375-2977 |
| CHAVARIN, PHILLIP | PHILLIP CHAVARIN TOOLS, LLC | 23664 GYMKHANA RD | RAMONA | CA | 92065 | 760-445-1162 |
| CHIEU, DENNIS J |  | 1335 ARDILLA AVE | LA PUENTE | CA | 91746 | 626-712-3110 |
| CHUNG, PAUL V | PAUL CHUNG TOOL DEALER, LLC | 116 S BRIGHTVIEW DR | COVINA | CA | 91723 | 626-523-4362 |
| CLARK, DANIEL G | CLARK \& SONS TOOL SUPPLY, LLC | 223 PILE ST | RAMONA | CA | 92065 | 760-644-7221 |
| CLAUZEL, JOHN |  | 920 INNISFREE CT | VALLEJO | CA | 94591 | 707-479-0306 |
| CLESI, DAVE |  | PO BOX 2329 | WOODLAND | CA | 95776 | 916-224-7001 |
| CLEVELAND, THOMAS I.G. | CLEVELAND TOOLS LLC | 1112 BARBARA ST, APT C | REDONDO BEACH | CA | 90277 | 310-720-0864 |
| CODEKAS, NICK J | CODEKAS TOOL AND EQUIPMENT LLC | 630 BRIARWOOD DRIVE | BREA | CA | 92821 | 714-713-1159 |
| COLEMAN, GARY D | GDC TOOLS LLC | 774 REDRIVER WAY | CORONA | CA | 92882 | 951-545-3197 |
| COLVIN, MATTHEW WILLIAM | MATTHEW COLVIN TOOLS, INC. | 108 S PACIFIC ST | OCEANSIDE | CA | 92054 | 760-644-2278 |


| INDIVIDUAL FRANCHISEE OR PRINCIPAL OWNER | FRANCHISEE ENTITY | ADDRESS | CITY | STATE | $\begin{aligned} & \text { ZIP } \\ & \text { CODE } \end{aligned}$ | PHONE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| COOK, BRET T | COLATE TOOLS | 13903 JUDAH AVE | HAWTHORNE | CA | 90250 | 310-261-8596 |
| COOPER, GREGORY LOUIS | GC TOOLS AND EQUIPMENT SALES, LLC | 8159 STRUB AVE | WHittien | CA | 90602 | 310-365-8233 |
| CORBRIDGE, DAVID A |  | 16531 JACKSON AVE | LEMOORE | CA | 93245 | 559-360-3528 |
| CORDOVA, GABRIEL J | GJC ENTERPRISES, LLC | 3032 MILLS DR | BRENTWOOD | CA | 94513 | 925-848-0005 |
| COSTELLO, RICHARD ALLEN |  | 3247 KENSINGTON DR | EL DORADO HILLS | CA | 95762 | 916-337-6792 |
| COTHRAN, KIRT W | KWC ENTERPRISES LLC | 412 SOUTH B ST | LOMPOC | CA | 93436 | 805-210-0817 |
| COX, JASON D |  | 705 SKY RANCH CT | CAMINO | CA | 95709 | 530-344-3732 |
| CRUTS, DUANE L |  | 125 RIESLING COURT | CAMERON PARK | CA | 95682 | 916-837-0142 |
| CURRY, TRAVIS L | TLC TOOLS, LLC | 190 S BIRCHWOOD ST | ANAHEIM | CA | 92808 | 714-309-0914 |
| CURTIS, ROBERT L |  | 1701 HAMSHIRE CT | SAN DIMAS | CA | 91773 | 626-831-1496 |
| DAVIDSON, CHRISTOPHER K | DAVIDSON LLC | 1062 CALLE DE LIMAR | FALLBROOK | CA | 92028 | 760-468-6524 |
| DAVILA, EMILIO A | DAVILA \& SON TOOLS LLC | 1080 BRIGANTINO DR | HOLLISTER | CA | 95023 | 831-801-2157 |
| DAVIS, KARLV | KARL DAVIS LLC | 15877 SERRANO RD | APPLE VALLEY | CA | 92307 | 760-217-3852 |
| DECINO, WILLIAM DANIEL |  | 6156 STRESEMANN ST | SAN DIEGO | CA | 92122 | 619-981-4299 |
| DELAPENA, SALVADOR | DE LA PENA TOOLS LLC | 7844 MOUNTAIN BLVD | OAKLAND | CA | 94605 | 510-333-2205 |
| DELREAL, JESUS | DEL REAL TOOLS LLC | 272 BLENHEIM CT | HOLLISTER | CA | 95023 | 831-801-8581 |
| DENTON, DANIEL J | DENALI LIFE, INC. | 9392 JESSICA DR | WINDSOR | CA | 95492 | 707-548-9136 |
| DESROSIERS, DONALD J | DESROSIERS TOOLS LLC | 491 PRIMAVERA DRIVE | HOLLISTER | CA | 95023 | 831-207-6128 |
| DILAURA, JASON D | DI LAURA ENTERPRISES | 330 UNION HEIGHTS | HOLLISTER | CA | 95023 | 831-801-8601 |
| DOMINGO, EDEXTER R | SEMPER TOOLS LLC | 3618 BALDWIN HILLS CT | SOUTH SAN <br> FRANCISCO | CA | 94080 | 650-515-0819 |
| DOUGLAS, INDIKA A | JD TOOLS, LLC | 190 RIVER RIDGE WAY | FOLSOM | CA | 95630 | 510-516-5243 |
| DRUMMER, DOUG |  | 249 WESTRIDGE DR | SANTA CLARA | CA | 95050 | 408-398-7771 |
| DRYDEN, RICHARD J | RICHARD DRYDEN, INC | 7161 WORTHINGTON DR | EUREKA | CA | 95503 | 707-496-1703 |
| DUONG, MIKE T | TOOLS UNLIMITED LLC | 9948 PETUNIA AVE | FOUNTAIN VALLEY | CA | 92708 | 714-595-5257 |
| EASOM, ERIC R | EASON TOOLS, LLC | 650 BROADWAY ST, STE 3 | REDWOOD CITY | CA | 94063 | 408-497-4288 |
| ELROD, JAMES J | ELROD TOOLS LLC | 1102 ELM ST | RAMONA | CA | 92065 | 661-341-4989 |
| ENDLER, MARK | SSTOOLS LLC | 1161 OAK GLEN RD | SANTA YNEZ | CA | 93460 | 805-878-0800 |
| ENGLISH, JONATHAN T | JON ENGLISH TOOL SALES LLC | 3842 FOURTEEN MILE DR | STOCKTON | CA | 95219 | 209-481-6049 |
| ESCALONA, MATTHEW L | ESCALONA \& SONS TOOL SUPPLY LLC | 1414 RIMROCK DR | ESCONDIDO | CA | 92027 | 858-602-6657 |
| FAIRMAN, JONATHON R |  | 418 COLEEN ST | LIVERMORE | CA | 94550 | 510-910-3164 |
| FARROKH-SIAR, STEPHEN J | SJF TOOLS \& EQUIPMENT, INC | 1822 247TH PL | LOMITA | CA | 90717 | 310-270-3414 |
| FERLAND, STEVEN M | SM FERLAND, INC | 9911 VIA MAVIS | SANTEE | CA | 92071 | 619-778-8828 |


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| FERNANDEZ, JOSE A | FERNANDEZ TOOLS | 1704 BRENTWOOD CT | HOLLISTER | CA | 95023 | 831-245-6070 |
| FRANCIS, ALEXANDER T | AF TOOLS LLC | 2515 OLD QUARRY RD, UNIT 1332 | SAN DIEGO | CA | 92108 | 619-733-7732 |
| FREEMAN, DUANE E |  | 26 BETSEY WAY | CHICO | CA | 95928 | 530-228-6704 |
| GARCIA, FRANK | FND TOOLS LLC | 31334 TOBIAH PL | CASTAIC | CA | 91384 | 818-355-7441 |
| GARCIA, JOHNNY A | J \& J TOOLS LLC | 11407 E ASHLAN AVE | SANGER | CA | 93657 | 559-362-4340 |
| GARZA, JACINTO M | JG TOOLS LLC | 519 E DAYTON AVE | FRESNO | CA | 93704 | 559-709-8892 |
| GEARY, STEVEN R | GEARY TOOL SUPPLY CO LLC | 13546 PANORAMA CIR | HESPERIA | CA | 92344 | 951-662-6633 |
| GEBASE, ANTHONY L | AG TOOLS LLC | 1727 WEATHERWOOD CT | SAN MARCOS | CA | 92078 | 619-733-8092 |
| GIBSON, JAMES BRET |  | 10337 MOUNTAIN VIEW LN | LAKESIDE | CA | 92040 | 619-654-0497 |
| GOMEZ, JESSE PAUL |  | 1411 OMALLEY LN | LA HABRA HEIGHTS | CA | 90631 | 714-553-7464 |
| GOMEZ, JOSE | JOGO TOOLS LLC | 3937 LIVE OAK ST | CUDAHY | CA | 90201 | 310-701-5289 |
| GONG, CRAIG F. | CFG TOOLS LLC | 6505 E HUNTSMAN AVE | SELMA | CA | 93662 | 559-903-2235 |
| GONZALEZ, LEONARDO | HD TOOL SLINGERS LLC | 6946 BANDICOOT TR | OAK HILLS | CA | 92344 | 760-403-3633 |
| GOORSKY, JEFFERY W | J.W. GOORSKY, INC | 42850 MAYBERRY AVE | HEMET | CA | 92544 | 951-233-6766 |
| GRANADOS, ADRIAN |  | 851 S GLENWOOD AVE | RIALTO | CA | 92376 | 909-379-3129 |
| GUAGENTI, GARY ANTHONY | CHASE MAXWELL INC. | 4815 MORESBY DR | TORRANCE | CA | 90505 | 310-466-6713 |
| GUILBAULT, JAMES M |  | 5366 DONLYN PL | ANTELOPE | CA | 95843 | 916-223-8665 |
| GUZMAN, JOSEPH R | JOSEPH R GUZMAN TOOLS LLC | 803 RIVER BLUFF DR | OAKDALE | CA | 95361 | 209-304-4153 |
| HALBASCH, PHILIP J | HALBASCH ENTERPRISES, LLC | 2712 EAST GROVE AVE | ORANGE | CA | 92867 | 714-785-3826 |
| HANGER, ROBERT E | HANGER'S MOBILE TOOL TRUCK, LLC | 13528 JOHN ROCHA CIRCLE | GALT | CA | 95632 | 916-217-2199 |
| HARPINE, STEVEN W |  | 5903 N KROTIK CT | ATWATER | CA | 95301 | 209-765-5125 |
| HART, DONALD E | D'LUX SERVICES, LLC | 16510 HOFFA LANE | RIVERSIDE | CA | 92504 | 951-836-1566 |
| HARTLEY, TRAVIS A | HARTLEY TOOLS, LLC | 2521 HONEYBELL LN | ESCONDIDO | CA | 92027 | 760-214-4176 |
| HEGNA, CARY K | RED TOOLS, INC. | 5690 MACARGO RD | GRANITE BAY | CA | 95746 | 916-765-1282 |
| HENDERSON, MICHAEL | MDH TOOL SUPPLY LLC | 13755 ACORN CIR | VALLEY CENTER | CA | 92082 | 760-801-3229 |
| HENDRICKS, THOMAS | HENDRICKS GROUP INC | 720 BLUEGRASS ST | SIMI VALLEY | CA | 93065 | 805-432-2224 |
| HERNANDEZ, ROBERT | ROBERT HERNANDEZ TOOLS LLC | 1839 N AVE 55 | LOS ANGELES | CA | 90042 | 323-321-2654 |
| HOLM, BRETT T |  | 13333 MORGAN TERRITORY RD | LIVERMORE | CA | 94551 | 510-755-7428 |
| HOM, RICHARD M. | RMH TOOLS LLC | 486 LADERA STREET | MONTEREY PARK | CA | 91754 | 626-712-6463 |
| HOPE, JASON L | HOPE INDUSTRIES LLC | 3625 FOLSOM ST | SAN FRANCISCO | CA | 94110 | 510-862-0597 |
| HOPKINS, CURTIS W | BBK TOOLS, INC | 1408 OAKRIDGE CT | MODESTO | CA | 95351 | 209-613-7652 |
| HOUSTON, ARTIS L | A.L. HOUSTON TOOLS | 322 N LOCUST AVE | COMPTON | CA | 90221 | 310-863-7800 |
| HUFFMAN, ROBERT EDWARD | ROB HUFFMAN TOOLS LLC | 211 12TH ST, UNIT A | SEAL BEACH | CA | 90740 | 714-390-3385 |
| HUGHES, BRIAN W | HUGHES MOBILE TOOLS LLC | 2151 WILCOX RANCH RD | PLUMAS LAKE | CA | 95961 | 530-210-3287 |

Franchisees as of January 1, 2022

| INDIVIDUAL FRANCHISEE OR PRINCIPAL OWNER | FRANCHISEE ENTITY | ADDRESS | CITY | STATE | $\begin{aligned} & \text { ZIP } \\ & \text { CODE } \end{aligned}$ | PHONE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| HUIT, WAYNE R |  | 17762 BUTTE MOUNTAIN RD | JACKSON | CA | 95642 | 209-304-5643 |
| IGNACIO, BOBBY J |  | 5143 VIA MADRID | OCEANSIDE | CA | 92057 | 760-644-0692 |
| JACO, DENNIS A | ALONSO TOOLS L.L.C. | 2600 W 84TH PL | INGLEWOOD | CA | 90305 | 424-603-1027 |
| JACOBSON, PAUL STEPHEN | CENTRAL COAST TOOLS, INC | 340 SPYGLASS WAY | APTOS | CA | 95003 | 831-345-0073 |
| JAY, RONALD E. |  | 5116 FAUST AVE | LAKEWOOD | CA | 90713 | 213-435-4300 |
| JELDUM, DANIELJ | ALATI, INC | 30709 TARAPACA RD | RANCHO PALOS VERDES | CA | 90275 | 310-877-7523 |
| JESKE, ANDREW ALLEN | AJ TOOLS, LLC | 2131 EAST STEARNS AVE | LA HABRA HEIGHTS | CA | 90631 | 323-363-4190 |
| JOHNSON, CHARLIE | CHARLIE YOUR TOOL MAN, INC. | 42215 STETSON AVE | HEMET | CA | 92544 | 909-732-9400 |
| JOHNSON, CHRISTOPHER L | NORCAL'S BEST TOOLS LLC | 1422 TOLTECA CT | FREMONT | CA | 94539 | 925-963-9515 |
| JOHNSON, CRAIG VICTOR |  | 44895 MARGE PL | TEMECULA | CA | 92592 | 951-712-8212 |
| JOHNSON, RICHARD A | JOHNSON TOOLS LLC | 9224 CERRA VISTA ST | APPLE VALLEY | CA | 92308 | 760-669-7859 |
| JOHNSON, STEVEN J | SJJ ENTERPRISES LLC | 5181 SANTA FE ST | SAN DIEGO | CA | 92109 | 858-688-1004 |
| JOHNSON, WESLEY S | WESLEY JOHNSON TOOLS INC | 27315 LEGEND LANE | HEMET | CA | 92544 | 951-347-4530 |
| JOHNSON, WILLIAM D | WILLIAM JOHNSON, INC | 1418 STOCKTON ST | SANTA MARIA | CA | 93455 | 805-720-4721 |
| JONES, ROBERT L. |  | 14507 NELSON WAY | SAN JOSE | CA | 95124 | 408-583-7255 |
| JUNK, JAMES W | JIM JUNK TOOLS LLC | 10638 VISTA CAMINO | LAKESIDE | CA | 92040 | 619-666-0050 |
| KEITH, DAVID GLEN |  | 11 PACIFICO | LAGUNA NIGUEL | CA | 92677 | 949-500-1057 |
| KIERNAN, MIKE | MIKE KIERNAN TOOLS, LLC | 160 W FOOTHILL PKWY \#105-97 | CORONA | CA | 92882 | 951-232-4579 |
| KIRBYSON, GREGORY E | G.K. TOOLS, INC. | 513 DEODARA ST | VACAVILLE | CA | 95688 | 707-724-1366 |
| KLEIN, RICHARD M | KLEIN ENTERPRISES INC | 333 E 18TH ST, APT B | COSTA MESA | CA | 92627 | 714-317-8232 |
| LAFONTAINE, JOSE C | JCL COMPANY LLC | 1972 WYRICH ST | TULARE | CA | 93274 | 559-759-9957 |
| LANE, SCOTT J |  | 1520 SABINA CIR | SIMI VALLEY | CA | 93063 | 818-703-2615 |
| LAO, KOU | KC TOOLS LLC | 2021 QUINCY AVE | SACRAMENTO | CA | 95822 | 916-251-6643 |
| LAPHAM, TREVOR L | GV TOOLS LLC | 12131 WOLF RD | GRASS VALLEY | CA | 95949 | 530-913-8665 |
| LAU, RANDY M |  | 18417 COMMUNITY STREET | NORTHRIDGE | CA | 91325 | 747-444-7756 |
| LEWIS, JACOB S. | LEWIS TOOLS \& EQUIPMENT, LLC | 34145 PACIFIC COAST HWY \#604 | DANA POINT | CA | 92629 | 949-279-1800 |
| LEWIS, JOSEPH W |  | P O BOX 987 | BRENTWOOD | CA | 94513 | 925-777-2279 |
| LEWIS, ROBERT JOHN | A MAIN TOOL \& EQUIPMENT, INC | 3351 DOYLE RD | OAKLEY | CA | 94561 | 925-759-1929 |
| LINDSAY, JOHN D. |  | 1969 N CLIFFORD ST | RIALTO | CA | 92376 | 951-288-4334 |
| LIOU, PETER | LIOU TOOLS INC | 1329 OLD COUNTY RD | BELMONT | CA | 94002 | 408-206-3611 |
| LIPPERT, CHARLES R | BAD TO THE BONE TOOLS | 1406 DORSET AVE | THOUSAND OAKS | CA | 91360 | 805-341-5725 |
| LIRETTE, ROBERT A |  | 1000 W DUARTE RD, STE 3 | ARCADIA | CA | 91007 | 626-755-3139 |
| LOUFEK, LEE R | ASM TLS LLC | 39330 CHERRY TREE RD | CHERRY VALLEY | CA | 92223 | 951-845-4656 |


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| LOUTHAN, NOEL R | NRL TOOL COMPANY LLC | 10 LINDA CT | PLEASANT HILL | CA | 94523 | 415-672-1951 |
| LUGO, SILVESTRE | SLY LUGO TOOLS LLC | 244 N CORRY ST | FORT BRAGG | CA | 95437 | 707-684-0352 |
| MACHADO, FRANK A | F \& J'S TOOLS \& EQUIP, INC | 16750 MONREAL RD | MADERA | CA | 93638 | 559-301-4655 |
| MACHADO, PAUL R | PG TOOLS \& EQUIPMENT, LLC | S 12307 ROSELAWN AVE | TURLOCK | CA | 95380 | 209-535-2191 |
| MACOMBER, PHIL D | PDM TOOLS LLC | PO BOX 1210, 40410 WGASA PLACE | TEMECULA | CA | 92591 | 858-531-9063 |
| MADERIS, ROBERT J |  | 687 N 3RD STREET | SAN JOSE | CA | 95112 | 408-425-4837 |
| MARIN, JOSE | M\&M TOOLS LLC | 1334 LOWEN ST | WILMINGTON | CA | 90744 | 310-919-7139 |
| MARRON, JAVIER J | JJMARRON HOLDINGS, LLC | 8451 OMELVENY AVE | SUN VALLEY | CA | 91352 | 818-921-0579 |
| MARSHALL, CLAYTON W | CWM TOOLS, LLC | 4861 TRAIL ST | NORCO | CA | 92860 | 562-397-1072 |
| MARSHALL, COURTLAND L |  | 2903 JOHNSTON AVE | REDONDO BEACH | CA | 90278 | 909-208-8741 |
| MARTINEZ, RICHARD G | RGM TOOLS LLC | 2250 EAST DUELL ST | GLENDORA | CA | 91740 | 626-712-6669 |
| MCCALLISTER, TIMOTHY JOSE |  | PO BOX 750591 | PETALUMA | CA | 94975 | 707-396-2233 |
| MCCARTY, MICHAEL | MC CARTY \& COMPANY INC | 1551 SANSINENA LN | LA HABRA | CA | 90631 | 323-833-8211 |
| MCKITTRICK, ROBERT M. | YOUNG GUNS 46, INC. | 1830 EUCLID AVE | EL CAJON | CA | 92019 | 619-778-9170 |
| MCLEAN, ROBERT M |  | 7858 LADOGA PL | RIVERSIDE | CA | 92509 | 909-268-4439 |
| MCMULLEN, JONATHAN CURTIS | J. MCMULLEN TOOLS, INC. | 9528 MIRAMAR RD, UNIT 244 | SAN DIEGO | CA | 92126 | 619-279-7939 |
| MCNEELY, DOUGLAS D |  | 7025 GARDEN GROVE AVE | RESEDA | CA | 91335 | 818-521-4311 |
| MENDIOLA, CHRISTOPHER F | MENDIOLA TOOLS, LLC | 4201 EAST PATERO WAY | LONG BEACH | CA | 90815 | 562-826-1249 |
| MERCHAIN, LANCE M | FIRST CHOICE TOOLS | 2618 E ROBERTA DR | ORANGE | CA | 92869 | 562-631-5969 |
| MILLER, CHAD W |  | 5150 VIA DEL ACERO | YORBA LINDA | CA | 92887 | 714-728-4211 |
| MILLER, ROGER J | RJM INDUSTRIES, INC. | 600 PAMLAR AVE | SAN JOSE | CA | 95128 | 408-981-1539 |
| MILLER, WILLIAM D |  | 2155 ANN STREET | CONCORD | CA | 94520 | 925-771-9170 |
| MOLANDER, MICHAEL H. | MOLANDER TOOLS LLC | 14795 DEERWOOD ST | POWAY | CA | 92064 | 619-993-8665 |
| MONTEZ, HECTOR |  | 2268 ELKHORN CT | SAN JOSE | CA | 95125 | 408-234-1420 |
| MONTGOMERY, RODNEY E |  | PO BOX 449 | LATON | CA | 93242 | 559-352-7485 |
| MULRONEY, PATRICK M |  | 1749 E 28TH ST | SIGNAL HILL | CA | 90755 | 714-944-2185 |
| MURRAY, CHAZ D | WCST INC | 8213 GLENVIEW RD | STOCKTON | CA | 95215 | 209-992-9788 |
| NEVILLS, BILL |  | 531 GREGORY DR | YUBA CITY | CA | 95993 | 530-701-8934 |
| NGUYEN, JASON | JN TOOLS LLC | 631 VALLEYWOOD ST | CORONA | CA | 92879 | 951-756-0580 |
| NIELSEN, BRIAN J | EAST BAY TOOLS, LLC | 23733 GLENBROOK LN | HAYWARD | CA | 94541 | 510-432-5936 |
| NUNEZ, JOSE L | NUNEZ TOOLS INC | 18612 RAYEN ST | NORTHRIDGE | CA | 91324 | 818-748-5101 |
| O'CONNELL, THOMAS M. |  | 3331 APPIAN RD | CARLSBAD | CA | 92008 | 760-519-2719 |
| O'DELL, KEVIN W | O'DELL TOOLS LLC | 16102 BENSON ST | PERRIS | CA | 92570 | 562-213-2846 |


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| $\stackrel{\text { 岑 }}{\substack{\mathrm{O}}}$ |  |  |  |  |  | $\begin{aligned} & \text { ne } \\ & \text { on } \end{aligned}$ |  |  | $\begin{aligned} & 0 \\ & h \\ & \\ & \hline \end{aligned}$ |  | $\begin{gathered} n \\ \substack{0 \\ \vdots \\ \vdots \\ \\ \hline \\ \hline} \end{gathered}$ |  | $\begin{aligned} & \text { O} \\ & \text { O} \\ & \hline 0 \end{aligned}$ |  | $\sigma$ |  | $\hat{C}_{\substack{n \\ \hline}}^{\substack{0 \\ \hline \\ \hline}}$ | $\left\|\begin{array}{l} \infty \\ \vdots \\ 2 \\ 0 \\ 0 \end{array}\right\|$ |  | $\left\lvert\, \begin{aligned} & 0 \\ & \hat{n} \\ & \text { 号 } \end{aligned}\right.$ | $\begin{aligned} & \circ \\ & 0 \\ & 0 \\ & 0 \end{aligned}$ | $\mathfrak{s}$ |  |  | $$ | ס্লি |  | op | $\underset{\sim}{7}$ | $\begin{aligned} & \mathrm{g} \\ & \mathrm{~g} \end{aligned}$ | O |  |  | － |
| $\stackrel{\underset{4}{6}}{\stackrel{4}{6}}$ | S | ¢ | § | ¢ | ¢ | § | ¢ | § | ¢ | ¢ | ¢ | ¢ |  | § | § | ¢ | ¢ | ¢ | ¢ | $\checkmark$ | § | § | § | ¢ | ¢ | § | ¢ | § | ¢ | ¢ | 4 | S | § | 『 |
| $\underset{U}{\mathbf{Z}}$ |  |  | $\begin{array}{\|l\|} \hline 0 \\ \frac{2}{4} \\ 3 \\ 3 \\ \frac{3}{x} \end{array}$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  | $\left\|\begin{array}{l} 0 \\ 0 \\ 0 \\ 0 \\ 0 \\ 0 \end{array}\right\|$ |  |  |  |  |  |  |  |  |  | 宸 |  | － | 2 |  |  |  |
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| $\underset{\sim}{\mathbb{4}}$ |  | $\left\|\begin{array}{l\|} 0 \\ 2 \\ 2 \\ 2 \\ \vdots \\ 0 \\ \vdots \\ n \\ 0 \\ 0 \\ 0 \\ 0 \\ 0 \\ 0 \\ 0 \end{array}\right\|$ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 筞 | U | （年 | － |
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| INDIVIDUAL FRANCHISEE OR PRINCIPAL OWNER | FRANCHISEE ENTITY | ADDRESS | CITY | STATE | ZIP CODE | PHONE |
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| ROSENBERG, DAVID H |  | 4621 OPERETTA DR | HUNTINGTON BEACH | CA | 92649 | 310-488-4501 |
| ROWE, GREGORY D | GKR TOOL SOURCE | 4915 OTTERS MEADOW DR | BAKERSFIELD | CA | 93313 | 661-577-2041 |
| RUIZ, JOHN | J C TOOLS, INC | 527 N AZUSA AVE, UNIT 361 | COVINA | CA | 91722 | 626-672-6282 |
| RUIZ, MOISES | M. RUIZ BUSINESS SERVICES, INC | 14188 ANOLA ST | WHITTIER | CA | 90604 | 562-631-8559 |
| SALAZAR, RUBEN A | RUBENS SNAPPY TOOLS LLC | 15445 FIR ST | HESPERIA | CA | 92345 | 909-843-8886 |
| SALLY, RIZVI M | RS IMPORTS EXPORTS | 448 GREEN HILLS DR | MILLBRAE | CA | 94030 | 650-228-8032 |
| SAMUELSON, JON H. |  | 6 PARADISE COVE | LAGUNA NIGUEL | CA | 92677 | 949-933-2064 |
| SANCHEZ, CARLOS MANUEL | TOOLMAN, INC | 609 KNOB HILL AVE | REDONDO BEACH | CA | 90277 | 310-704-3535 |
| SANCHEZ, JORGE MANUEL | BE\&P TOOLS, LLC | 2502 W 230TH ST | TORRANCE | CA | 90505 | 310-292-6496 |
| SANDINVELAZQUEZ, LUIS A | SANDIN INK INC. | 12 BREWINGTON AVE | WATSONVILLE | CA | 95076 | 831-240-7146 |
| SANDOVAL, DANIEL O | SANDOVAL ENTERPRISES INC | 12918 ARAPAHO RD | RANCHO CUCAMONGA | CA | 91739 | 951-675-9457 |
| SANTANA, ENRIQUE HENRY | H SANTANA AUTHORIZED FRANCHISEE, LLC | 1943 ALFORD AVENUE | LOS ALTOS | CA | 94024 | 408-679-0604 |
| SCHLUCHTER, CHAD A. | CAS TOOLS, INC. | 2068 WEST 238TH ST | TORRANCE | CA | 90501 | 310-863-9104 |
| SCHROEDER, JAMES C. |  | 2468 WEST 236 PL | TORRANCE | CA | 90501 | 310-480-2573 |
| SCHWARZ, ERWIN M. |  | 2214 CANALDA DR | LA CANADA FLINTRIDGE | CA | 91011 | 818-437-8847 |
| SEDANO, GERMAN A ** | VIOLET TOOLS USA LLC | 5111 HAROLD WAY, \#101 | LOS ANGELES | CA | 90027 | 323-632-7998 |
| SERRANO, LUIS A | SERRANO'S TOOLS LLC | 1107 WALTHAM RD | SIMI VALLEY | CA | 93065 | 805-279-2836 |
| SHEAR, MICHAEL JOSEPH |  | 2203 E CLOVERDALE AVE | ORANGE | CA | 92867 | 760-212-0007 |
| SHEPHERD, SCOTT A | SHEP ENTERPRISES, LLC | 16642 TRETHEWAY RD | LODI | CA | 95240 | 209-747-2774 |
| SHIPMAN, JOSHUA E ** | JOSHUA TOOL SUPPLY LLC | 3123 GLAD WAY | LANCASTER | CA | 93536 | 661-874-9955 |
| SHONKWILER, JOSEPH STEPHE | J\&D TOOL SUPPLY, INC. | 14680 MALLORY DR | FONTANA | CA | 92335 | 951-201-3978 |
| SHRUM, BRYAN T | BULLETPROOF TOOLS LLC | 1345 SOUNDVIEW CIRCLE | CORONA | CA | 92881 | 714-348-6794 |
| SILVEY, TODD R |  | 2932 SMITH RIVER DRIVE | REDDING | CA | 96002 | 530-941-8294 |
| SKOW, JASON G | JBB TOOLS LLC | 2181 BEACHWOOD CT | HOLLISTER | CA | 95023 | 831-673-2546 |
| SMITH, DANIEL B | D H TOOLS, INC | 23050 SACRAMENTO RD | CORNING | CA | 96021 | 530-519-7001 |
| SMITH, TIMOTHY M. | TCA TOOLS INC. | 2768 BRANCH MILL RD | ARROYO GRANDE | CA | 93420 | 805-710-2675 |
| SOTO, ISAIAS | SS TOOL DISTRIBUTION, INC | 1359 AGATE AVE | MENTONE | CA | 92359 | 951-201-4741 |
| SOUSA, ROBERT C | ORGANIZED CHAOS LLC | 8712 KIM LN | JURUPA VALLEY | CA | 92509 | 909-772-2692 |
| SOUZA, SKYLER | CENTRAL COAST TOOLS LLC | 1191 BARNETTE RD | SANTA MARIA | CA | 93455 | 805-621-1724 |
| SPEARS, STEPHEN G |  | 14870 PAYTON AVE | SAN JOSE | CA | 95124 | 408-314-0765 |


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| SPOELSTRA, DAVID L |  | 20506 SANDPIPER LN | HUNTINGTON BEACH | CA | 92646 | 520-631-0441 |
| SPOELSTRA, KYLE S | KS TOOLS, LLC | 169 OCEAN VIEW DR | VISTA | CA | 92084 | 760-497-4463 |
| STEED, MICHAEL P | STEED TOOLS, LLC | 10930 N MICKE GROVE RD | LODI | CA | 95240 | 916-769-6246 |
| STEPHAN, BOB |  | 69.5 TERRACE VIEW | SCOTTS VALLEY | CA | 95066 | 831-332-3961 |
| STEVENS, RONALD J | R \& Z STEVENS ENTERPRISE LLC | 7200 SNOWMASS LN | BAKERSFIELD | CA | 93309 | 559-994-1191 |
| STONE, JOHN C |  | 112 FLAT ROCK DR | FOLSOM | CA | 95630 | 916-718-0065 |
| STYLES, DONOVAN R | CDRT TOOLS | 13337 ROAD 35 | MADERA | CA | 93636 | 559-706-7082 |
| STYLES, MATTHEW C | JLM PRO TOOLS INC | 31116 CHERRY DR | CASTAIC | CA | 91384 | 818-303-5915 |
| SUNDE, JASON B |  | 28040 STRUBRIDGE DR | CASTAIC | CA | 91384 | 818-388-8842 |
| SUTTER, DAVID G |  | 8767 SYCAMORE ST | DELHI | CA | 95315 | 209-648-5676 |
| SYRKO, MICHAEL J | HDD TOOLS, LLC | 7638 VISTA RIO | HIGHLAND | CA | 92346 | 909-697-7903 |
| TABOR, NOEL E | TABOR TOOLS LLC | 6924 TOWER ST | LA MESA | CA | 91942 | 619-218-2612 |
| TAKAHASHI, KENNETH S | TAKAHASHI \& HOZUMI LLC | 1057 AVENUE D | REDONDO BEACH | CA | 90277 | 562-760-8388 |
| TANQUARY, HUNTER JOSEPH | TANQUARY INDUSTRIES, LLC | 4780 GARDEN CT | AUBURN | CA | 95602 | 530-906-2126 |
| TAYLOR, VAUGHN H | TAYLOR AND SONS LLC | 3424 W SUNNYSIDE AVE | VISALIA | CA | 93277 | 559-909-7474 |
| THOMASON, MICHAELJ | NJT TOOLS LLC | 11083 CANYON COVE ST | VICTORVILLE | CA | 92392 | 760-669-6419 |
| TINIELU, SANI I | USO TOOLS \& SERVICES LLC | 15700 PRAIRIE WAY | RIVERSIDE | CA | 92508 | 951-202-7452 |
| TINSLEY, CRAIG M |  | 3964 FARRIS DR | VALLEY SPRINGS | CA | 95252 | 209-483-6470 |
| TITUS, JAKE D | TITUS TOOLS LLC | 292 ACADEMY ST, APT 3 | BISHOP | CA | 93514 | 760-264-3306 |
| TRIMMER, DIRK R | ROSS ENTERPRISES INC | 588 CALHOUN CIR | CORONA | CA | 92879 | 951-901-9222 |
| TWIDWELL, DANA G | NEXT LEVEL TOOLS INCORPORATED | 7 GARDENIA LN | HOLLISTER | CA | 95023 | 408-621-1605 |
| UDELL, JOSHUA JASON | JASON RYAN INC. | 3701 POTRERO DR | FULLERTON | CA | 92835 | 562-324-1053 |
| UDELL, MICHAEL STEVEN | UDELL ENTERPRISES, INC | 7676 SLATER AVE, UNIT 125 | HUNTINGTON BEACH | CA | 92647 | 714-713-2648 |
| UHLE, SCOTT A |  | 3418 MORGAN DR | NORCO | CA | 92860 | 951-377-7114 |
| VALENTINO, DOMENIC | 2LS 4 U | 1226A S BARRANCA AVE, UNIT 1060 | GLENDORA | CA | 91740 | 626-367-3941 |
| VANDIEREN, GERARD | C AND D ENTERPRISES, INC. | 16508 S BROADWAY | GARDENA | CA | 90248 | 310-920-8945 |
| VANDIEREN, JOHANNES J. |  | 536 NENNO AVE | PLACENTIA | CA | 92870 | 714-925-4825 |
| VANGRONINGEN, NEIL E | BEST TOOLS, LLC | 227 W. SHERWOOD DR | HANFORD | CA | 93230 | 559-352-7434 |
| VANNORMAN, ANDREW K | VAN NORMAN TOOLS, LLC | 18940 SPYGLASS RD | HIDDEN VALLEY LAKE | CA | 95467 | 707-533-6298 |
| VANS, CARLOS A | SRP INC | 690 LAKEFAIR DR | SUNNYVALE | CA | 94089 | 650-439-9997 |


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| VEGA, PABLO A | VEGA INDUSTRIAL SALES LLC | 9369 REGENCY WAY | RANCHO CUCAMONGA | CA | 91701 | 909-367-9735 |
| VELADOR, DAVID | DAVID VELADOR TOOLS | 184 ROSEBUD AVE | HOLLISTER | CA | 95023 | 408-804-3575 |
| VELASCO, LUIS A | LV TOOLS LLC | 1621 E DIANE DR | COMPTON | CA | 90221 | 323-864-9206 |
| VELASCO, MIGUELA | MV TOOLS \& REPAIR LLC | 15292 CARRETERA DR | WHITTIER | CA | 90605 | 323-313-9260 |
| VERDUCCI, ERIC T | ERIC VERDUCCI'S COOL TOOL, LLC | 2203 CENTER AVE | MARTINEZ | CA | 94553 | 925-890-2641 |
| VILLEGAS, RYAN I | TRIFORCE TOOLS LLC | 4312 IBIZA ISLAND WAY | SACRAMENTO | CA | 95834 | 530-908-8720 |
| WALSH, JOHN C. | JCW TOOLS \& EQUIPMENT INC | 627 CALLE DE ARBOLES | REDONDO BEACH | CA | 90277 | 310-350-3317 |
| WARBURTON, DONALD M | WARBY9, INC | 17666 WINDING CREEK RD | SALINAS | CA | 93908 | 408-671-2638 |
| WARBURTON, STEVE | WARBY7, INC | 1455 WEST ST | SOLEDAD | CA | 93960 | 831-809-9143 |
| WARDALL, MICHAEL DAVID | MICHAEL D WARDALL TOOLS LLC | 18 COLLINS PLACE | WOODLAND | CA | 95776 | 707-718-5366 |
| WARREN, KYLE O | TOOL TANK LLC | 23243 HAWK LN | TWAIN HARTE | CA | 95383 | 209-206-6222 |
| WEBB, DANNY C | DANCO INDUSTRIES LLC | 785 E PEACH ST | SAN JACINTO | CA | 92583 | 909-633-8272 |
| WEBB, JAMES C |  | 656 BLUE OAK | NEWBURY PARK | CA | 91320 | 805-390-7567 |
| WHITE, SEAN FREDRIC | C\&R TOOL REPAIR, INC. | 85 WRANGLER RD | SIMI VALLEY | CA | 93065 | 818-335-8687 |
| WILLIAMS, TIMOTHY BRIAN | TIM'S TOOL SALES, LLC | 18265 KROSS RD | RIVERSIDE | CA | 92508 | 626-246-4385 |
| WILLIAMSON, JONATHAN D | WILLIAMSON TOOLS LLC | 3156 S BEALE RD | WHEATLAND | CA | 95692 | 916-343-1114 |
| WONG, HENRY W | HP TOOLS, INC | 1202 PROMENADE ST | HERCULES | CA | 94547 | 925-586-8309 |
| YEARTA, DANNY L |  | 22106 LINDA DR | TORRANCE | CA | 90503 | 310-600-7418 |
| YOUNG, SHAWN A | CENTRAL VALLEY TOOLS LLC | 179 SKY PLACE \#3 | MANTECA | CA | 95336 | 408-630-1714 |
| ADCOX, MICHAEL H | MADCOX TOOLS, INC. | 3527 E 104TH PL | NORTHGLENN | CO | 80233 | 303-910-7476 |
| ARTER, TIMOTHY F | ARTER INC. | 9405 COUNTY ROAD 49 | HUDSON | CO | 80642 | 720-938-7998 |
| ARTER, TIMOTHY F | EKA LLC | 9405 COUNTY ROAD 49 | HUDSON | CO | 80642 | 720-938-7998 |
| BARBER, MONTANA W | MWB TOOLS LLC | 2060 DONELAN AVE | BURLINGTON | co | 80807 | 719-313-1349 |
| BELL, JAMISON C | BELLHAUS TOOLS, LLC | 220 CROSSMAN AVE, UNIT B | BUENA VISTA | CO | 81211 | 262-865-4284 |
| BROWN, KENNETH T | BROWN TOOLS, LLC | 9678 W CHATFIELD AVE, UNITE | LITTLETON | CO | 80128 | 303-506-4061 |
| CARDENAS, DEAN | DEANO'S TOOLS INC | 4300 OAK ST | WHEAT RIDGE | co | 80033 | 303-507-8325 |
| CHAVEZ, TYLER F ** | TSN TOOLS LLC | 11161 W BRITTANY DR | LITTLETON | co | 80127 | 720-429-4321 |
| DANGREMOND, EDWARD JACK | DANGREMOND, INC | 1650 SMOKERIDGE DR | COLORADO SPRINGS | CO | 80919 | 719-339-7627 |
| DIAZ, MARK C | TEAM DIAZ LLC | 3578 EAST HARTSEL DRIVE, UNIT 322 | COLORADO SPRINGS | CO | 80920 | 719-351-9186 |
| DIAZ, TRENT A | TRENCO LLC | 7183 FLOWERING ALMOND DR | COLORADO SPRINGS | CO | 80923 | 719-761-8601 |


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| EILERS, GARY R. | REBEL TOOLS AND EQUIPMENT, LLC | 2044 STONEHENGE CIR | LAFAYETTE | CO | 80026 | 303-915-4866 |
| EILERS, TYLER B | LIBERTY TOOLS \& EQUIPMENT LLC. | 2044 STONEHENGE CIR | LAFAYETTE | CO | 80026 | 303-905-0315 |
| EIRISH, WILLIAM A | S\&B TOOLS LLC | 1247 STONEY RIDGE DR | SILT | CO | 81652 | 720-475-0323 |
| EVANCICH, FRANK A | EVANCICH TOOLS LLC | 4142 WEST QUINN PLACE | DENVER | CO | 80236 | 720-666-8918 |
| FISH, LEWIS D | FISH'S TOOLS, LLC | 8561 S ESTES ST | LITTLETON | CO | 80128 | 720-329-3523 |
| FRANCHUK, JOHN FL | J \& A INDUSTRIES, LLC | 618 MESA VALLEY DR | GRAND JUNCTION | CO | 81504 | 970-985-2184 |
| GATES, DAKOTA C | DCG TOOLS LLC | 6709 2ND ST | FREDERICK | CO | 80530 | 307-460-1315 |
| GREEN, BROCK J | 1/2 PLATE TOOLS INC. | 1800 RUE DE TRUST | ERIE | CO | 80516 | 720-724-5555 |
| HARGROVE, JOHN WESTLEY | HARGROVE TOOLS INC | 1025 E BATES PKWY | ENGLEWOOD | CO | 80113 | 720-334-1595 |
| HAYES, WALTER JAMES | T \& W TOOLS INC. | 1201 S KLINE WAY | LAKEWOOD | CO | 80232 | 303-550-3807 |
| HOFF, JAMES E | J \& J TOOLS, INC. | 30350 COYOTE RUN CT | OAK CREEK | CO | 80467 | 970-291-5189 |
| HOLT, WILLIAM A | ODF, INC | 27344 BRONCO DR | PUEBLO | CO | 81006 | 719-251-1060 |
| HOOK, SCOTT M | HOOK TOOLS, INC | 906 PROVINCE RD | FORT COLLINS | CO | 80525 | 970-222-2083 |
| HORMBERG, JAMES ARTHUR | HORMBERG TOOLS INC | 6977 CHESTNUT CT | PARKER | CO | 80134 | 303-324-1863 |
| HOWELL, DAVID E | S\&D TOOLS | 3276 BAYFIELD DR | LOVELAND | CO | 80538 | 970-219-1748 |
| HUBBARD, JOSHUA R | HUBBARD TOOLS INC | 3434 ANTELOPE RIDGE TRAIL | PARKER | co | 80138 | 720-989-3773 |
| JENSEN, MICHAEL S | MAK TOOLS, LLC | 716 PHAY AVE | CANON CITY | CO | 81212 | 719-431-2289 |
| KINDALL, KEVIN E | KINDALL TOOLS INC | 184486415 CT | MONTROSE | CO | 81403 | 970-596-0675 |
| KING, ROBERT GILBERT | R\&M KING INC | 537 SPRINGWOOD CT | WINDSOR | CO | 80550 | 970-222-1448 |
| KOCH, STEVEN JAMES | KOCH TOOLS INC | 4886 COUNTY RD 23 | FORT LUPTON | CO | 80621 | 720-641-2408 |
| KUNZ, JONATHAN J | JC2 TOOLS, LLC | 12435 HIGHWAY 392 | GREELEY | CO | 80631 | 970-692-1104 |
| LEE, WILLIAM DEAN | BILL'S TOOL CONNECTION, INC | 3754 SWADLEY ST | WHEAT RIDGE | CO | 80033 | 303-588-2151 |
| LITHERLAND, CODY J | CTL TOOLS LLC | 810 ANTELOPE DR W | BENNETT | co | 80102 | 303-718-9157 |
| MARTINO, STEPHEN J | S. MARTINO INC | 16793 FIREBRICK DR | PARKER | CO | 80134 | 303-885-9500 |
| MILLER, LARRY C | MILLER TOOLS INC | 842 SLICKROCK DR | MACK | CO | 81525 | 970-216-0799 |
| MILLER, MITCHELL R | INDUSTRIAL SPECIALTIES, INC | PO BOX 16 | DELTA | CO | 81416 | 308-746-2596 |
| MINER, LUKE P | L.P. MINER TOOLS LLC | 3124 N STATE HIGHWAY 83 | FRANKTOWN | CO | 80116 | 303-518-4922 |
| MORRIS, GREGG WINSLOW | G. MORRIS CORPORATION | 1070 ROGERS ST | GOLDEN | CO | 80401 | 303-210-4618 |
| MYERS, SHAWN J | SC INDUSTRIES, INC | 340 STAGECOACH TRAIL | ELIZABETH | CO | 80107 | 303-552-4285 |
| NATION, JOSEPH J | JBN TOOLS INC. | 46434 SUNSET VIEW WAY | PARKER | co | 80138 | 303-591-8000 |
| NEWMAN, CORY R | TLTC DISTRIBUTING LLC | 5320 COYOTE DR | FREDERICK | CO | 80504 | 303-210-6223 |
| NOLTING, JEDIDIAH G | TOOL ADDICT LLC | 2172 SUMAC ST | LONGMONT | CO | 80501 | 303-709-9006 |
| PARR, DUSTIN J | DP TOOLS, LLC | 5351 COUNTY ROAD 4.9 SOUTH | ALAMOSA | CO | 81101 | 719-580-4784 |
| PAULEK, TYLER MICHAEL | PAULEK TOOLS, INC. | 85 COUNTY RD 231 | DURANGO | CO | 81301 | 970-749-9560 |


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| PENDLETON, DEAN A | DKP TOOLS LLC | 1416 WATERWOOD DR | WINDSOR | CO | 80550 | 970-556-8715 |
| PENNINGTON, GEORGE H | GP TOOLS LLC | PO BOX 1025 | PALMER LAKE | CO | 80133 | 719-237-8862 |
| RONER, KENNETH R | RONER TOOLS, INC. | 6358 INGALLS ST | ARVADA | CO | 80003 | 720-339-7511 |
| SHEEHY, JOHN P | JPS TOOLS INC | 13720 BOSTON STREET | BRIGHTON | CO | 80602 | 303-718-3709 |
| SMILEY, CALE R | HIGH COUNTRY TOOLS LLC | 4723 COUNTY ROAD 22 | KREMMLING | CO | 80459 | 970-531-2506 |
| STOCKMAN, RICHARD L | STOCKMAN TOOLS INC. | PO BOX 786 | SEDALIA | CO | 80135 | 720-937-1577 |
| SUNN, BARTON T | SUNN ENTERPRISES LLC | 699 GLEN CARO DR | GRAND JUNCTION | CO | 81506 | 970-216-3669 |
| THOMAS, MALVIN R | THOMAS \& THOMAS ENTERPRISES INC | 2990 1/2 KIA DR | GRAND JUNCTION | CO | 81504 | 719-686-7386 |
| THOMAS, NICHOLAS J | THOMAS TOOLS, LLC | 13255 BLUE GILL LN | PEYTON | CO | 80831 | 719-460-6409 |
| THOMSEN, DON ROBERT |  | 4795 S HURON | ENGLEWOOD | CO | 80110 | 303-888-2289 |
| VANDEVUSSE, DOUGLAS EDWAR | DEVCO ENTERPRISES, INC. | 6630 W 72ND DR | ARVADA | CO | 80003 | 303-434-8665 |
| VIEROW, STEVEN DUANE | VIEROW TOOLS AND EQUIPMENT | 15580 BLAIR ST | STERLING | CO | 80751 | 970-580-1997 |
| VIETH, CHRISTOPHER T | BAM-BAM TOOLS LLC | 9672 ADAMS ST | DENVER | CO | 80229 | 303-908-6016 |
| WELLS, CHRISTOPHER A | LCW LLC | 6297 W ELMHURST DR | LITTLETON | CO | 80128 | 303-905-2541 |
| WELLS, KENNETH LEE | KEN TOOLS INC | 8056 LEE CT | ARVADA | CO | 80005 | 303-809-6240 |
| WESTMORELAND, GLENN W | WESTMORELAND TOOLS | 5247 PEREGRINE RD | Dacono | CO | 80514 | 303-501-4909 |
| WINTER, CHRISTOPHER G | WHR TOOLS LLC | 1585 E 96TH PL | THORNTON | CO | 80229 | 720-560-4578 |
| ALEXANDER, SHANE S (MA outlet) | S \& Z TOOLS INC | 117 COUNTY HOME RD | THOMPSON | CT | 06277 | 860-428-2266 |
| BARTLE, JAMES O | BARTLEJAMES, LLC | 68 HOWEY RD, PO BOX 220 | ASHFORD | CT | 06278 | 860-559-9275 |
| BAZZANO, MATTHEW J |  | 93 ROCKY DUNDEE RD | STAFFORD SPRINGS | CT | 06076 | 860-490-3873 |
| BESADE, JUSTIN S (RI outlet) | JUST TOOLS LLC | 28 SOLJER DR | WATERFORD | CT | 06385 | 860-460-6236 |
| BESADE, STEPHEN A | STEPHEN BESADE \& SONS, LLC | 126 FOG PLAIN RD, PO BOX 771 | WATERFORD | CT | 06385 | 860-884-6007 |
| BLAKELY, JOHN D (MA outlet) | JB TOOLS LLC | 25 MARGUY LN | WEST SUFFIELD | CT | 06093 | 860-836-5244 |
| CAPOSSELA, DANIEL T | DC TOOLS LLC | 201 COMMONS PARK S, UNIT 910 | STAMFORD | CT | 06902 | 914-447-6782 |
| CERRI, EDWARD A | EDWARD TOOLS, LLC | 272 BABBS RD | WEST SUFFIELD | CT | 06093 | 860-878-0647 |
| CEULEMANS, MICHAEL | PRO-MAX TOOL, LLC | 62 ROBIN DR | BARKHAMSTED | CT | 06063 | 860-205-2442 |
| DOERING, BRADLEY R | B.D. TOOLS CORP | 401 LITCHFIELD RD | WATERTOWN | CT | 06795 | 561-603-5460 |
| DROUIN, DUANE M |  | 16 EGYPT RD, UNIT 2A | SOMERS | CT | 06071 | 860-990-9691 |
| DUBORD, RICHARD P |  | 115 WEST ROAD | ELLINGTON | CT | 06029 | 860-205-7483 |
| GREGOIRE, DAVID | DAVES TOOLS LLC | 66 WAKELEE RD APT 12 | WATERBURY | CT | 06705 | 203-525-0845 |
| HABER, LAWRENCE |  | 226A GREAT PLAIN RD | DANBURY | CT | 06811 | 203-948-9315 |
| HOSMER, SEAN C | HOZCO TOOL, LLC | 9 DEVONSHIRE DR | WATERFORD | CT | 06385 | 860-912-6768 |
| KOLKER, BRUCE | BK TOOLS LLC | 30 HEARTWOOD LN | TRUMBULL | CT | 06611 | 203-816-7486 |


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| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| LUGINBUHL, DEAN M | DEAN'S TOOLS, LLC | 8 SCHOOL HOUSE RD | ELLINGTON | CT | 06029 | 860-550-3937 |
| MARRA, JOSEPH A | MARRA TOOLS LLC | 30 WIMBLEDON LN | EASTON | CT | 06612 | 914-400-3567 |
| MATSIKAS, DIMITRIOS K | TKM TOOLS LLC | 8 WILLARD RD | SHELTON | CT | 06484 | 203-212-7735 |
| MCBRIDE, JAMES N (CT \& MA outlets) | MCBRIDE \& FAMILY LLC | 214 WINDSORVILLE RD | ELLINGTON | CT | 06029 | 860-558-4891 |
| MOCOFAN, MARIUS | I TOOLS, LLC | 262 CENTER RD | VERNON ROCKVILLE | CT | 06066 | 860-930-5251 |
| MOSER, JESSE L | MOSER ENTERPRISES LLC | 104 SNIPSIC LAKE RD | ELLINGTON | CT | 06029 | 860-324-4556 |
| MOSES, PAUL |  | 200 WHITBECK RD | NEW HARTFORD | CT | 06057 | 860-416-3227 |
| NIEMANN, RUSSELLT |  | 16 BROCKWAY RD | ELLINGTON | CT | 06029 | 860-543-2966 |
| OBER, RYAN W (RI outlet) | ROTOOLS INC | 975 PROVIDENCE PIKE | DANIELSON | CT | 06239 | 401-480-8831 |
| ONEIL, ALEXANDER G | A.O. ENTERPRISES LLC | 290 HACKMATACK ST | MANCHESTER | CT | 06040 | 860-997-8623 |
| PERZAN, GREGORY M | GMP TOOLS LLC | 61 WHITEWOOD RD | NEWINGTON | CT | 06111 | 860-985-2765 |
| RUSCZYK, STEPHEN J (MA outlet) | RUSCZYK ENTERPRISES LLC | 495 BABBS RD | WEST SUFFIELD | CT | 06093 | 860-558-7351 |
| SCHIAVONE, ROBERT (NY outlet) |  | 27 BRODWOOD DR | STAMFORD | CT | 06902 | 914-522-4882 |
| SCOVILLE, JAKE T | SCOV TOOLS, LLC | 35 HODGE RD | MARLBOROUGH | CT | 06447 | 860-338-3409 |
| SEITZ, JAMES B | JKS TOOLS LLC | 166 BRUSH HILL RD | OLD LYME | CT | 06371 | 860-917-1362 |
| SOTO, CHRISTOPHER C | EAC ENTERPRISES LLC | 3 ARROW MEADOW RD | NEWFAIRFIELD | CT | 06812 | 845-416-0429 |
| URCH, IAN J (MA outlets) | URCH ENTERPRISES LLC | 312 N GRAND ST | WEST SUFFIELD | CT | 06093 | 860-558-2312 |
| VALESTRA, MICHAEL F | VALESTRA TOOLS LLC | 232 MUNSON RD | WOLCOTT | CT | 06716 | 203-415-6737 |
| VERNIC, FREDERICK C | FCV TOOL SUPPLY, LLC | 1 HARTFORD SQUARE, DOOR 16N, BOX 18W | NEW BRITAIN | CT | 06052 | 860-942-2151 |
| WATKINS, ADAM F | AW TOOLS LLC | 53 TAYLOR RD | COLCHESTER | CT | 06415 | 860-304-2306 |
| WESTDAL, EDWIN D |  | 35 VALLEY VIEW DR | WINDSOR | CT | 06095 | 860-922-5163 |
| CANNAVO, BRIAN D | SODEL TOOLS, LLC | 1342 MESIBOV RD | HOUSTON | DE | 19954 | 302-632-1149 |
| DERBY, MICHAEL C |  | 23 SOUTH MAIN ST | MIDDLETOWN | DE | 19709 | 302-218-1197 |
| HETRICK, MATTHEW L |  | 740 OLD SCHOOLHOUSE RD | MIDDLETOWN | DE | 19709 | 302-354-1778 |
| JONES, ALVIN R | DELMARVA TOOLS INC | 29890 AK LN | LAUREL | DE | 19956 | 302-542-5296 |
| REED, NICHOLAS V (PA outlet) | BUSTINNUTZ, LLC | 711 W 21ST ST | WILMINGTON | DE | 19802 | 610-809-2888 |
| STEWART, CHARLES C (MD outlet) | STEWART TOOLS LLC | 10016 SUNNYSIDE RD | BRIDGEVILLE | DE | 19933 | 410-726-5632 |
| WALCOTT, STEVEN D | STEVEN WALCOTT LLC | 118 EMERALD RIDGE RD | BEAR | DE | 19701 | 267-236-3309 |
| ADDESSO, NIEL A | EXTREME TOOL SOLUTIONS, INC. | 5802 PAPAYA DR | FORT PIERCE | FL | 34982 | 772-979-6588 |
| AHRENS, WILLIAM V | LDA TOOLS INC | 341 SE 14TH AVE | POMPANO BEACH | FL | 33060 | 954-650-2344 |


| INDIVIDUAL FRANCHISEE OR PRINCIPAL OWNER | FRANCHISEE ENTITY | ADDRESS | CITY | STATE | $\begin{aligned} & \text { ZIP } \\ & \text { CODE } \end{aligned}$ | PHONE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ALVAREZ, ADOLFO J | ALVAREZ \& SONS ENTERPRISES CORP. | 16253 SW 78TH TER | MIAMI | FL | 33193 | 786-399-5774 |
| ANDERSON, DANIEL L |  | 4002 SE 14TH PL | OCALA | FL | 34471 | 352-266-4480 |
| ASHLEY, RAY AARON | LIFETIME TOOLS, INC | 6493 MAY TREE CT | JACKSONVILLE | FL | 32258 | 904-563-3208 |
| BACON, NORMAN HUDSON | TOOLS BY NORMAN, INC | 43212 HILLTOP LN | CALLAHAN | FL | 32011 | 904-235-2305 |
| BELL, SHAUN | TSD INVESTMENTS, INC. | 5370 S UNIVERSITY DR, UNIT 636 | DAVIE | FL | 33328 | 954-610-8071 |
| BRENNAN, JOSHUA L | J BRENNAN, INC | 7705 KINARD RD | PLANT CITY | FL | 33565 | 863-412-9568 |
| BRIGGS, JOSHUA P | 21ST CENTURY TOOLS, LLC | 14309 PALENCIA CT | WINTER GARDEN | FL | 34787 | 954-268-7965 |
| BURCH, MATTHEW J | BURCH TOOLS LLC | 14024 CORRINE CIR | JACKSONVILLE | FL | 32258 | 904-302-4608 |
| BUSS, MICHAEL T | BUSS PRO TOOLS LLC | 6702 BRIGHTON PARK DR | APOLLO BEACH | FL | 33572 | 253-304-3219 |
| CANNON, JOSHUA M | J C TOOLS LLC | 3213 NW 4TH PL | CAPE CORAL | FL | 33993 | 239-887-5560 |
| CHASE, JEFFREY A | CHASINWAVES LLC | 111 GRETCHEN AVE S | LEHIGH ACRES | FL | 33973 | 239-633-2450 |
| CHERR, JOSEPH JOHN | JJC TOOLS, LLC | 14262 CHARTHOUSE CIR | NAPLES | FL | 34114 | 239-253-7397 |
| CHOLEWINSKI, KENNETH JOSE | KJC TOOLS AND EQUIPMENT, INC | 3803 MANATEE ST | ORLANDO | FL | 32822 | 407-908-8014 |
| COLON, HECTOR L | H C TOOLS, CORP | 12913 CAMBRIDGE AVE | TAMPA | FL | 33624 | 813-294-6106 |
| COMER, TRENTON A | COMER TOOLS, LLC | 7824 W KNIGHTS GRIFFIN RD | PLANT CITY | FL | 33565 | 813-659-7099 |
| CONLEY, JEFFREY W |  | 13771 SW 36TH CT | FORT LAUDERDALE | FL | 33330 | 305-389-2338 |
| CORREAGONZALEZ, DANIEL A | DAC TOOLS LLC | 2930 NW 162ND ST | MIAMI GARDENS | FL | 33054 | 305-975-1893 |
| CRAIG, MICHAEL E |  | 3100 DOLPHIN DR | HOLLYWOOD | FL | 33025 | 954-261-9197 |
| CROZIER, CARLETON F | CARL'S TOOLS \& EQUIPMENT LLC | 311 SOUTHEAST 9TH COURT | POMPANO BEACH | FL | 33060 | 954-295-9745 |
| DEESE, JAMES K | KDS TOOLS, LLC | 4503 RIVIERA DR | WINTER HAVEN | FL | 33884 | 863-224-3221 |
| DELPINO, JULIO | J \& G TOOLS SUPPLY, CORP | 9199 NW 117TH TER | HIALEAH GARDENS | FL | 33018 | 786-253-4566 |
| DELVALLE, GASPAR R | GINGER HORIZON INC | 9812 NW 67TH CT | TAMARAC | FL | 33321 | 954-610-2251 |
| DENOFA, SCOTT MICHAEL | SCOPAM INCORPORATED | 5730 OAKTON CT | SARASOTA | FL | 34233 | 941-232-5904 |
| DOKOUPIL, ROBBY J | TC TOOL SOLUTIONS, INC. | 3233 OLEANDER AVE | FORT PIERCE | FL | 34982 | 772-418-4437 |
| DOMINGUEZ, NOEL | NOEL'S TOOLS AND MORE, LLC | 2203 EVEREST PKWY | CAPE CORAL | FL | 33904 | 305-710-1295 |
| DOSSANTOS, CARLOS | CDS TOOLS L.L.C. | 1365 E SEMORAN BLVD, UNIT 538 | APOPKA | FL | 32703 | 203-577-7916 |
| DOWNIE, RUSSELL KENNEDY | RKD TOOLS, INC | 285 SOUTH MARCO WAY | SATELLITE BEACH | FL | 32937 | 321-368-0002 |
| DUNFEE, THOMAS | SNAPPY TOM'S LLC | 2268 W END CT | LEHIGH ACRES | FL | 33973 | 239-210-1137 |
| ELLIS, JAMES E | CORTEX INSTRUMENTS, INC. | 851 S STATE RD 434 | ALTAMONTE SPRINGS | FL | 32714 | 407-474-5913 |
| ESQUIVEL, JORGE |  | 4590 NW 37TH AVE | MIAMI | FL | 33142 | 305-934-8749 |
| EXUM, STEWART L | S \& J TOOLS, LLC | 1517A HERITAGE RD | FORT WALTON BEACH | FL | 32547 | 334-790-6484 |
| FAUST, SHAWN D | SDFAUST LLC | 5333 ROYAL PLANTATION BLVD | PORT ORANGE | FL | 32128 | 863-214-4611 |


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| FRANGOS, MICHAEL CHRISTOP | MF TOOLS, INC | 2634 SOPHIA CT | FLEMING ISLAND | FL | 32003 | 904-657-9193 |
| GALBREATH, MICHAEL T | GALBREATH TOOLS, INC | 13920 ASHTON WAY | PANAMA CITY | FL | 32409 | 850-226-9696 |
| GALBREATH, TERRY F | TNT TOOLS, INC | 13927 ASHTON WAY | PANAMA CITY | FL | 32409 | 850-258-3710 |
| GALIANO, DANIEL | GALIANO TOOLS LLC | 660 EAST 6TH PL | HIALEAH GARDENS | FL | 33010 | 786-484-8309 |
| GALVEZ, EULALIO | EULALIO GALVEZ TOOLS AND EQUIPMENT INC. | 8240 SW 142 AVE | MIAMI | FL | 33183 | 786-306-0112 |
| GLACE, DERRICK P | DPGLACE TOOLS LLC | 6230 SEVENTH AVE | NEW PORT RICHEY | FL | 34653 | 724-822-0251 |
| GOMEZ, FERNANDO A | THE SOFLO TOOL GUY, INC. | 22821 SW 88TH PL, UNIT 15 | MIAMI | FL | 33190 | 786-229-0589 |
| GONZALEZ, RAFAEL | EVERY TOOL, INC | 5500 SW 48TH ST | DAVIE | FL | 33314 | 305-975-7627 |
| GREGORY, KARL J | EXTREME TOOLS LLC | 15690 OLD OLGA RD | ALVA | FL | 33920 | 239-229-6646 |
| GRISHAM, MATTHEW T | LMG COMPANIES, LLC | 35514 FAIRVIEW HEIGHTS RD | ZEPHYRHILLS | FL | 33541 | 352-206-7966 |
| GROSZEK, ADAM M | GROSZEK ENTERPRISES INC | 1968 OLD DAYTONA RD | PORT ORANGE | FL | 32128 | 321-246-6300 |
| GUENTHER, JAY R | JRG TOOLS LLC | 1209 12TH CT | PALM BEACH GARDENS | FL | 33410 | 561-291-4672 |
| GUEVARA, JESUS | JELMA CAPITAL, LLC | 8520 SW 181 ST | PALMETTO BAY | FL | 33157 | 305-298-3360 |
| GUIDRY, GLENN A | PALMETTO TOOLS INC. | 8294 COLLINS ROAD | JACKSONVILLE | FL | 32244 | 904-742-5156 |
| HAHN, PETER H | K.T.H. TOOLS LLC | 401 CLUB HOUSE DR W | FREEPORT | FL | 32439 | 850-714-3936 |
| HOLME, CHRISTIAN P | CHRIS HOLME TOOLS, INC. | 15611 77TH TRAIL NORTH | PALM BEACH GARDENS | FL | 33418 | 772-260-1531 |
| HROBAK, ROBERT |  | 999 WEST STORY RD | WINTER GARDEN | FL | 34787 | 407-765-1971 |
| HURT, CODY J | HURTZ TOOLS INC. | 4617 CHAMBLISS RD | WINTER HAVEN | FL | 33884 | 863-224-6303 |
| IRVIN, MICHAEL T | MTI TOOLS AND EQUIPMENT LLC | 12447 SWEET HILL RD | POLK CITY | FL | 33868 | 863-557-4103 |
| ISAKOV, MIKHAIL P | MPI TOOLS LLC | 2328 ALLSUP TER | NORTH PORT | FL | 34286 | 941-735-1910 |
| ISAKOV, VLADIMIR P | VISA TOOLS LLC | 2315 ALLEGHANY LN | NORTH PORT | FL | 34286 | 941-323-5526 |
| JAWORSKI, EDWARD C | ED JAWORSKI LLC | 18 KELLY ANN ST | CRAWFORDVILLE | FL | 32327 | 850-524-1349 |
| JOHNSON, KENNETH RAY |  | 93 SWISHER RD | HAVANA | FL | 32333 | 850-556-7830 |
| LAMM, KENNETH L | KTL TOOLS LLC | 12989 RAILROAD ST | LIVE OAK | FL | 32060 | 850-694-0963 |
| LANCASTER, ANNE M | MUJER DE ACERO INC. | 5400 10TH STREET N | SAINT PETERSBURG | FL | 33703 | 813-541-8571 |
| LAUGHREY, PATRICK M | PREFERRED AUTOMOTIVE TOOL SOLUTIONS, INC. | 1350 DARBY RD | SARASOTA | FL | 34240 | 941-914-0295 |
| LAWRENCE, DALE M | T \& D TOOLS INC | 2082 HARLEY LN | LAKELAND | FL | 33811 | 863-698-2429 |
| LAWYER, RYAN A | TINSON TOOLS LLC | 4736 MEADOW DR | SAINT CLOUD | FL | 34772 | 321-334-7404 |
| LAZEAR, DAVID N | HOLLAND TOOLS INC | 5005 RANCHLAND RD | MELBOURNE | FL | 32934 | 321-313-4850 |
| LEAGUE, TERRY K | FLAT BLACK LLC | 3802 32ND ST WEST | BRADENTON | FL | 34205 | 813-625-1495 |
| LEONARDO, BRIAN S | B.L. TOOL SALES, LLC | 26729 HICKORY LOOP | LUTZ | FL | 33559 | 813-956-2408 | is noted next to the franchisee's name, the Additional Franchise was not operational as of year-end 2021.

App E

Franchisees as of January 1, 2022

| INDIVIDUAL FRANCHISEE OR PRINCIPAL OWNER | FRANCHISEE ENTITY | ADDRESS | CITY | STATE | $\begin{aligned} & \text { ZIP } \\ & \text { CODE } \end{aligned}$ | PHONE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| LEWIS, WILLIAM B | BILLY'S TOOL TRUCK, INC | 4411 SIDEWINDER TRL | MIDDLEBURG | FL | 32068 | 904-616-0382 |
| LIBRETTI, JOHN L | LIBRETTI TRANSPORTATION INC. | 13605 ADMIRAL CT | FORT MYERS | FL | 33912 | 239-565-9972 |
| LONG, ALBERT C | AL'S TOOLS OF DAYTONA BEACH, INC | 1882 BAYPORT ST | DELTONA | FL | 32738 | 386-804-2545 |
| LOPEZ, TOMAS F | TOMAS LOPEZ AUTHERIZED DEALER, LLC | 5510 KELLY RD | PLANT CITY | FL | 33565 | 813-967-6256 |
| LOWE, MICHAELT | TEAMLOWE ENTERPRISES LLC | 4 CEDAR POINT DR | PALM COAST | FL | 32164 | 386-295-2286 |
| MALLORY, JOSHUA B | MALLORY TOOLS INC | 3014 11TH ST SW | LEHIGH ACRES | FL | 33976 | 239-872-4179 |
| MANGONI, CARLA | C. MANGONI TOOL SALES, INC | 5793 120TH AVE NORTH | WEST PALM BEACH | FL | 33411 | 954-709-4555 |
| MARSZAL, RICHARD J | MARSZAL, INC | 6006 FIVE ACRE RD | PLANT CITY | FL | 33565 | 863-698-2361 |
| MARTIN, JOSHUA T | RENEGADE REPAIRS, INC | 36 LAGOON ST N | NORTH FORT MYERS | FL | 33903 | 239-222-0758 |
| MARTINEZ, ALBERTO | TOOLS FOR PROS LLC | 4863 NW 116TH AVE | DORAL | FL | 33178 | 786-557-0082 |
| MARTINEZ, DANIEL A | D.A.M. TOOLS, INC | 1867 SW NOTRE DAME AVE | PORT SAINT LUCIE | FL | 34953 | 561-601-8255 |
| MCCANN, THOMAS H | N TM TOOLS LLC | 7701 46TH STREET NORTH | PINELLAS PARK | FL | 33781 | 727-639-1000 |
| MCCARLEY, BRYON D | MCCARLEY TOOL, INC | 24835 NORTHWEST 203RD AVE | HIGH SPRINGS | FL | 32643 | 352-283-9540 |
| MCCRAY, WILLIAM JEAN PATR | EASTSIDE MOBILE TOOLS, LLC | 11909 STEEDS RUN | TALLAHASSEE | FL | 32317 | 850-545-8713 |
| MCQUARRIE, BRYAN J | BRYAN'S TOOL LLC | 1298 CAMPO AVE NW | PALM BAY | FL | 32907 | 321-514-0245 |
| MERRICK, MARK A | MERRICK TOOL SUPPLY, LLC | 6955 MAVERICK TRAIL | SAINT CLOUD | FL | 34771 | 407-376-1689 |
| METROPOLIS, MICHAEL | METRO-TOOLS, LLC | 16315 GULF BLVD | SAINT PETERSBURG | FL | 33708 | 727-599-7348 |
| MORRIS, BRANDON C | MORRIS TOOL SALES INC | 7815 LAGO MIST WAY | WESLEY CHAPEL | FL | 33545 | 727-809-2772 |
| MORTENSEN, DAVID F | DAVID MORTENSEN TOOLS, LLC | 17146 EAGLE LN | LUTZ | FL | 33558 | 813-601-6989 |
| MUCHLER, BRUCE B | MUCH BETTER TOOLS, INC | 5144 CEDARBROOK LN | HERNANDO BEACH | FL | 34607 | 727-247-8110 |
| MYERS, JOHN T | MYERS TOOLS, INC. | 1113 SANCTUARY COVE DR | PALM BEACH GARDENS | FL | 33410 | 561-685-8224 |
| ORTEGA, ROLANDO J |  | 14980 DURHAM LN | DAVIE | FL | 33331 | 305-300-4347 |
| PEARSON, KINSMAN P | SNAPTWOIT, INC | 5444 ROWE TR | PACE | FL | 32571 | 850-232-8187 |
| PEREZ, FERDINAND | ADVANCE AUTOMOTIVE EQUIPMENT INC | 704 147TH STREET EAST | BRADENTON | FL | 34212 | 941-720-2633 |
| PEREZ, JAIME CANDIDO | PEREZ TOOLS, INC. | 24216 NW 94TH AVE | ALACHUA | FL | 32615 | 352-682-5094 |
| PEREZ, ULISES | U-TOOLS INC. | 8918 W FLAGLER ST, STE 3 | MIAMI | FL | 33174 | 305-606-6993 |
| PHELPS, PAUL M | PERFORMANCE TOOL GROUP INC | 114 LAKE MARIAM WAY | WINTER HAVEN | FL | 33884 | 863-224-1890 |
| PITTS, EVAN T | PITTCREW TOOLS, LLC | 1412 PALMER ST | JACKSONVILLE | FL | 32233 | 904-338-4623 |
| POWERS, STEVEN J | S.J.P. TOOLS, INC | 7706 ELWOOD DR | LAKE WORTH | FL | 33467 | 561-703-5569 |
| PRIESTER, CHACE WILLIAM | CHACE INDUSTRIES, LLC | 2848 TREMONT DR | EUSTIS | FL | 32726 | 352-888-0097 |
| QUIMBY, DALE MICHAEL | DALE M. QUIMBY, JR INC. | 5061 SW 29TH WAY | FORT LAUDERDALE | FL | 33312 | 754-244-9925 |


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| QUIMBY, DALE P | DALE QUIMBY ENTERPRISES, INC | 6720 SW 56TH CT | FORT LAUDERDALE | FL | 33314 | 954-258-6002 |
| QUIMBY, DALE P | D. AND S. QUIMBY ENT LLC | 6720 SW 56TH CT | FORT LAUDERDALE | FL | 33314 | 954-258-6002 |
| RAMADAN, HAIDAR K |  | 8051 DAMASCUS DR | PALM BEACH GARDENS | FL | 33418 | 561-252-0111 |
| RITTER, JOHN T | JTR TOOLS, INC | 292 MARLBERRY CIRCLE | JUPITER | FL | 33458 | 352-345-3166 |
| ROGERO, ROBERT A |  | 93 FLEMINGWOOD LN | PALM COAST | FL | 32137 | 954-295-8879 |
| RYDER, BRIAN J |  | 12001 N W 27 ST | FORT LAUDERDALE | FL | 33323 | 954-830-0967 |
| RYNCARZ, KYLE A | KAR TOOLS, INC. | 5500 MILITARY TRAIL, STE 22 | JUPITER | FL | 33458 | 561-396-5333 |
| SANCHEZ, JULIO | J SANCHEZ DISTRIBUTIORS CORP | 60 WEST 56TH ST | HIALEAH | FL | 33012 | 305-298-6065 |
| SCHAUB, PAUL | PAULS TOOL TRUCK INC | 1813 BRENTWOOD DR | CLEARWATER | FL | 33764 | 727-512-2120 |
| SEGUIN, MICHEL G | MIKES PREMIER TOOLS LLC | 543 MILWAUKEE AVE | DUNEDIN | FL | 34698 | 207-313-0676 |
| SIMMONS, CLINTON G | CLINT SIMMONS ENTERPRISES, LLC | 1514 NW AMHERST DR, APT B | PORT SAINT LUCIE | FL | 34986 | 772-485-9622 |
| SIMPSON, IAN M | KIWI TOOL TRUCK LLC | 925 HIGHWAY A1A, UNIT 601 | SATELLITE BEACH | FL | 32937 | 321-831-8909 |
| SMITH, RICK LYNN | RICK'S SALES AND SERVICE LLC | 138 B NORTH ONE DR | SAINT AUGUSTINE | FL | 32095 | 904-669-0457 |
| STANFORD, PETER RALPH | PETE STANFORD TOOLS, INC. | 153 LARCH RD | OCALA | FL | 34480 | 352-817-1108 |
| STANLEY, JEFFREY L | J.L. STANLEY L.L.C. | 1913 SALT CREEK DR | FLEMING ISLAND | FL | 32003 | 904-449-2782 |
| SURO, HECTOR A | HAS LOGISTICS, LLC | 1191 MEADOWBROOK RD NE | PALM BAY | FL | 32905 | 954-599-1230 |
| SWITZER, TODD MICHAEL | CAMDEN'S DADDY'S TOOLS, INC | 86 KEY HAVEN RD | KEY WEST | FL | 33040 | 305-587-2759 |
| TEEGARDIN, JACK R | J.R. TEEGARDIN, INC. | 12200 NW 1ST ST | CORAL SPRINGS | FL | 33071 | 954-850-3422 |
| TEJADA, JOSE R | JT'S TOOLS ON WHEELS LLC | 11917 49TH ST N | WEST PALM BEACH | FL | 33411 | 305-345-9629 |
| THORNTON, JOHN T |  | 495 RIOLA PL | PENSACOLA | FL | 32506 | 850-776-1343 |
| TOLEDO, ELIER | NEEO ENTERPRISES, INC | 1716 CARAMBOLA RD | WEST PALM BEACH | FL | 33406 | 561-386-6677 |
| TOTHILL, JAMES E | SQUIRE INDUSTRIES, INC | 1118 SPARKMAN RD | PLANT CITY | FL | 33566 | 813-523-1505 |
| TRAVIESO, RENE P | RLSM80 LLC | 9151 SW 156TH CT | MIAMI | FL | 33196 | 305-903-5114 |
| VARGAS, ALVARO M | DOMINICA TOOLS AND EQUIPMENT INC | 11561 SW 121ST AVE | MIAMI | FL | 33186 | 305-582-8920 |
| VECIN, MANUEL J | TOOL FORCE LLC | 5715 NW 112TH TERR | HIALEAH | FL | 33012 | 786-514-4967 |
| VERNON, ALEC MD | AV COASTAL ENTERPRISES, INC. | 860 TUCKER LN | COCOA | FL | 32926 | 321-298-2807 |
| WADE, RANDY D | ANCHOR \& CHAIN LLC | 900 ADAMS ST | HOLLYWOOD | FL | 33019 | 804-615-1812 |
| WESTBERRY, KRAIG PATRICK | KNW TOOLS LLC | 3603 FAIRWAY RD | SEBRING | FL | 33872 | 863-441-3566 |
| WILKINS, JERRY T | WILKINS TOOLS INC | 20 CHARLESTON SQUARE | ORMOND BEACH | FL | 32174 | 386-527-8230 |
| WILLIAMS, ERIC J | ERIC WILLIAMS ENTERPRISES, INC | 6394 POMPANO ST | JUPITER | FL | 33458 | 561-723-0032 |
| WINN, CHRISTOPHER M | CWINN INC. | 122 BRIDGE OAK LN | SAINT AUGUSTINE | FL | 32095 | 678-313-0905 |
| WOOD, JACK MCCLAIN | JACK'S TOOL TRUCK, INC. | 3022 SAVONA CT | JACKSONVILLE | FL | 32246 | 904-333-6022 |


| INDIVIDUAL FRANCHISEE OR PRINCIPAL OWNER | FRANCHISEE ENTITY | ADDRESS | CITY | STATE | $\begin{aligned} & \text { ZIP } \\ & \text { CODE } \end{aligned}$ | PHONE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| YAKOS, JOHN | JML YAKOS, LLC | 1289 BEACON CIR | WELLINGTON | FL | 33414 | 561-603-5133 |
| YANULAKIS, KIKI | KY TOOLS INC | 2750 NW 105TH LN | SUNRISE | FL | 33322 | 305-986-4633 |
| AMBROSE, JEFFREY A | AMBROSE TOOLS, LLC | 6755 SCOTTSFIELD TRCE | CUMMING | GA | 30028 | 770-876-4428 |
| ANDERSEN, JUSTIN W | HARPER TOOLS, INC | 435 LINWOOD DR | DEMOREST | GA | 30535 | 706-244-4787 |
| ARNOLD, KENNETH B | ARNOLD TOOLS, INC | 678 S 6TH STREET EXT | MILNER | GA | 30257 | 678-793-3489 |
| BALES, RUSSELL H | RUSS BALES TOOLS LLC | 3318 RISING FAWN TRAIL | SUWANEE | GA | 30024 | 404-314-6300 |
| BAXTER, WILLIAM D | DALLAS TOOL COMPANY, INC | 235 NATURE PATH | DALLAS | GA | 30132 | 404-925-0870 |
| BELASKI, JOHN J | BELASKI ENTERPRISES, LLC | 305 CHAMPION DR | CARROLLTON | GA | 30116 | 770-328-2514 |
| BOWSER, DONALD L | BOWSER'S TOOLS, INC | 2876 PATTON RD | GRIFFIN | GA | 30224 | 770-845-6297 |
| CARLIER, THOMAS GEORGE | CARLIER ENTERPRISES, INC. | 160 WESTCHESTER WAY | ALPHARETTA | GA | 30005 | 404-660-3631 |
| CARR, TIMOTHY M | T.M.C TOOLS CORP | 1764 ADAIR MILL RD | CLEVELAND | GA | 30528 | 706-878-7536 |
| CHAPMAN, NAOMID | CHAPMAN TECH SERVICES LLC | 308 PARADISE DR | SAVANNAH | GA | 31406 | 912-492-2393 |
| CHAVEZ, JOSEPH E ** | ROME TOOLS LLC | 24 PALMER DR NW | ROME | GA | 30165 | 310-721-0110 |
| CHI, JOSHUA S | GOODDUDESTOOLS, INC. | 8920 VANNS TAVERN RD | GAINESVILLE | GA | 30506 | 240-441-2921 |
| CHRIST, ANTHONY P | APC TOOL PRO L.L.C. | 328 HICKORY NUT DR | CANTON | GA | 30114 | 678-371-3675 |
| CLARK, BRUCE A | CLARK MOBILE TOOLS LLC | 4442 ALPINE CT | SNELLVILLE | GA | 30039 | 678-925-5712 |
| COURTNEY, TIMOTHY A | TIM'S TOOLS, INC. | 529 FARMINGTON CIR | EVANS | GA | 30809 | 706-830-8103 |
| DAVIS, JOHN G | SPARK PLUG TOOLS LLC | 3108 UNION CHURCH RD | FORT VALLEY | GA | 31030 | 678-294-4317 |
| DAVIS, JOHN WILLIAM | JR DAVIS TOOLS, LLC | 315 ADAMS RD | FAYETTEVILLE | GA | 30215 | 678-614-6781 |
| DEBOER, COREY B | CBD TOOLS LLC | 5203 PARK VALE DR | SUGAR HILL | GA | 30518 | 678-622-6008 |
| DEWEY, SCOTT D | SCOTT D. DEWEY, INCORPORATED | 4058 RIDGE ROAD | BUFORD | GA | 30519 | 706-870-9555 |
| DUNCAN, BARRY T | DUNCAN TOOL DISTRIBUTORS LLC | 2752 MACLAND RD | DALLAS | GA | 30157 | 770-713-5661 |
| DYKES, THOMAS D | DYKES FAMILY TOOLS LLC | 164 ED ETHERIDGE RD | GRAY | GA | 31032 | 478-319-4784 |
| EASTMAN, DAVID A |  | 5576 HARLEM GROVETOWN RD | GROVETOWN | GA | 30813 | 706-399-1017 |
| ENDICOTT, STEVE C | S.J., INC. | 240 CHAFFIN RIDGE TRACE | ROSWELL | GA | 30075 | 770-378-8150 |
| FELLOWS, CHARLES J | J \& T FAMILY TOOLS, INC | 2193 GEORGE BUSH LN | JEFFERSON | GA | 30549 | 678-699-3007 |
| FELLOWS, MICHAEL J | MJ TOOLS, INC | 2002 DUNCANS MILL RD | JEFFERSON | GA | 30549 | 770-296-1081 |
| FRUECHTENICHT, TIMOTHY S | TIMOTHY'S TOOLS LLC | 320 PLENTITUDE CHURCH RD | GRAY | GA | 31032 | 478-747-7430 |
| FULLEDA, BERNARDO | BNA TOOLS, LLC | 284 LANGFORD DR | NORCROSS | GA | 30071 | 678-907-2376 |
| GASKINS, BOBBY A | GASKINS TOOLS, LLC | 9489 OLD VALDOSTA RD | NASHVILLE | GA | 31639 | 229-237-1602 |
| GILBERT, LUKE ANTHONY | LUKE A. GILBERT, INC | 392 PALMETTO RD | TYRONE | GA | 30290 | 678-878-0271 |
| GLOEKLER, WILLIAM DAVID | BG TOOLS LLC | 1701 NORTH OLA RD | MCDONOUGH | GA | 30252 | 678-409-8432 |
| GRANT, KENNETH L | KG TOOLS, LLC | 122 PLUM ST | TY TY | GA | 31795 | 229-848-6944 |
| GRIGGS, SHANNON O | SHANNON TOOLS \& EQUIPMENT, LLC | 1133 MOBLEY WALK CT | COLUMBUS | GA | 31904 | 706-681-0660 |


| INDIVIDUAL FRANCHISEE OR PRINCIPAL OWNER | FRANCHISEE ENTITY | ADDRESS | CITY | STATE | $\begin{aligned} & \text { ZIP } \\ & \text { CODE } \end{aligned}$ | PHONE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| HAGAN, GREGORY DEAN |  | 3027 POWELL PLACE | STATESBORO | GA | 30458 | 912-682-2066 |
| HALL, WILLIAM JOSEPH | BILL'S EPIC PROFESSIONAL TOOLS LLC | 2906 PENNBROKE DR | VALDOSTA | GA | 31605 | 229-251-7509 |
| HAMM, TYLER J | TJH TOOLS LLC | 190 SMOAK FIELD RD | GRIFFIN | GA | 30223 | 678-588-2974 |
| INGLE, ADAM J |  | 51 DOGWOOD CIR | CHATSWORTH | GA | 30705 | 706-280-8463 |
| JOHNSA, BRENT A | B A JOHNSA ENTERPRISES, LLC | 370 TRESTLE RD | LOCUST GROVE | GA | 30248 | 678-409-1711 |
| JOHNSON, DANIEL C | D.E.O ENTERPRISES LLC | 154 HARDY RD | BROOKS | GA | 30205 | 678-787-5522 |
| JORDAN, JEBEDIAH S | SOUTH GA TOOL SALES, LLC | 591 TYSON RD | DOUGLAS | GA | 31535 | 912-381-6348 |
| JORDAN, MICHAEL G | MICHAEL JORDAN MMMS, LLC | 102 MICHELLES WAY | ACWORTH | GA | 30102 | 706-442-8855 |
| LEWIS, JJ (TN outlet) |  | 92 FOSTER LANE | RINGGOLD | GA | 30736 | 423-667-5902 |
| LOWE, VIRGIL SCOTT | SCOTT LOWE ENTERPRISE, LLC | 1260 FIELDS CHAPEL RD | CANTON | GA | 30114 | 770-403-6656 |
| MACBRIDE, GUY DAVID | GUY'S EQUIPMENT, LLC | 104 HUCKLEBERRY RIDGE RD | BLOOMINGDALE | GA | 31302 | 912-663-1030 |
| MARTIN, DARRELL J | MARTIN TOOLS LLC | 9193 HWY 382 W | ELLIJAY | GA | 30540 | 770-272-3429 |
| MAXWELL, JAMES ALAN (FL \& GA outlets) | ALAN MAXWELL TOOLS LLC | 178 BARBER SHOP RD | CLIMAX | GA | 39834 | 229-393-5245 |
| MCALLISTER, JAMES V | MAC TRANPORTATION \& LOGISTICS LLC | 47 RIVER WALK PKWY | EUHARLEE | GA | 30145 | 404-295-1658 |
| NORMAN, MARK V | MVN ENTERPRISES, LLC | 160 LAUREL DR | ATHENS | GA | 30606 | 706-201-9064 |
| OBOSLA, ROBERT W | RO TOOLS LLC | 122 JAMIE DR | HIRAM | GA | 30141 | 404-991-4382 |
| PATTEN, RICHARD A | DREW'S TOOLS, LLC | 11205 TREADWELL RD | FORSYTH | GA | 31029 | 478-955-4325 |
| PENAMAGLIONI, FRELIN H | B \& A TOOLS LLC | 621 SIMMONS MINE CIR | SUGAR HILL | GA | 30518 | 404-376-2881 |
| PEREZ, JOSE I | LAUIGNA TOOLS, INC. | 3564 CREEK HOLLOW | BUFORD | GA | 30519 | 770-377-9643 |
| PHILLIPS, ROBERT A | TSMJ PHILLIPS TOOL COMPANY LLC | 2533 GREENFIELD LN | MONROE | GA | 30655 | 678-982-3116 |
| PODESZWA, GIANCARLO | FREEDOM FARMS INC | 2225 MOUNTAIN CREEK CHURCH RD | MONROE | GA | 30656 | 678-477-3131 |
| POWERS, BRANDON J |  | 1299 PEA RIDGE RD | FRANKLIN | GA | 30217 | 678-468-2066 |
| PRICE, PATRICK VONNE | PRICE TOOLS LLC | 3215 GILPIN RD NE | THOMSON | GA | 30824 | 706-214-1018 |
| RAMIREZ, MALUIN | JUISLE TOOLS, INC. | 1692 DACULA OAKS TRAIL | DACULA | GA | 30019 | 678-517-0310 |
| REYNOLDS, GEORGE ROE | REYNOLDS TOOL \& EQUIPMENT INC | 890 S STEEL BRIDGE RD | EATONTON | GA | 31024 | 478-451-7491 |
| RIX, JIMMIE LEE | RIX AND ASSOCIATES, INC | 178 HORSESHOE CIR | AMERICUS | GA | 31719 | 229-331-2519 |
| RODRIGUEZ, SAMUEL | 90 MILE TOOLS, INC | 4651 LEADER LN | DULUTH | GA | 30096 | 404-518-7029 |
| SCHARLATT, PETER ERICK | PS PERFORMANCE TOOLS LLC | 450 BARRINGTON DR WEST | ROSWELL | GA | 30076 | 404-428-3305 |
| SCHWARZ, JOHN R | SCHWARZ TOOLS LLC | 1376 CLAY RD | MONTICELLO | GA | 31064 | 770-560-0497 |
| SHATZEN, KYLE M | EMAX TOOL COMPANY, INC | 620 QUILLIAN AVE | DECATUR | GA | 30032 | 678-799-4519 |
| SHINAULT, MARCJ (SC outlet) | SHINAULT ENTERPRISES, LLC | 4005 BROWN HURST RD | HEPHZIBAH | GA | 30815 | 706-305-0162 |


|  |  |  |  |  |  |  |  | $\begin{aligned} & \hat{0} \\ & \stackrel{\circ}{2} \\ & \stackrel{\rightharpoonup}{4} \\ & \dot{6} \end{aligned}$ | $\left\|\begin{array}{c} \underset{N}{0} \\ \dot{1} \\ \underset{0}{0} \\ \underset{\sim}{0} \end{array}\right\|$ |  |  |  |  |  |  |  |  | $\begin{aligned} & 0 \\ & 0 \\ & \vdots \\ & 0 \\ & \infty \\ & \hline 6 \end{aligned}$ | $\stackrel{\sim}{1}$ | $\begin{aligned} & \underset{\sim}{N} \\ & \underset{\sim}{f} \\ & \underset{\sim}{0} \\ & \infty \\ & \infty \end{aligned}$ | － | $\left\lvert\, \begin{gathered} \infty \\ \\ \dot{1} \\ \underset{y}{\dot{1}} \\ \dot{\infty} \\ \infty \end{gathered}\right.$ | $\left\|\begin{array}{c} \overrightarrow{9} \\ 寸 \\ \dot{~} \\ \dot{\sim} \\ \dot{0} \\ \dot{\infty} \end{array}\right\|$ |  | $\begin{aligned} & \overrightarrow{7} \\ & \overrightarrow{9} \\ & \stackrel{6}{6} \\ & \dot{\circ} \\ & \dot{\infty} \end{aligned}$ |  |  |  | $\begin{aligned} & \stackrel{N}{N} \\ & \stackrel{\sim}{\alpha} \\ & \sim \\ & \infty \\ & \infty \\ & \infty \end{aligned}$ | $\begin{gathered} \underset{\sim}{0} \\ \dot{6} \\ \underset{\sim}{\infty} \\ \dot{\infty} \end{gathered}$ | $\begin{aligned} & \underset{\sim}{0} \\ & \hat{N} \\ & \dot{0} \\ & \underset{\sim}{\infty} \\ & \infty \\ & \infty \end{aligned}$ |  | $\begin{aligned} & \stackrel{0}{0} \\ & \underset{\sim}{0} \\ & \underset{\sim}{N} \\ & \underset{\sim}{N} \end{aligned}$ |  | － |
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| $\stackrel{u}{\hat{N}}$ | $\left\lvert\, \begin{gathered} \infty \\ 0 \\ 0 \\ \hline \\ \hline \end{gathered}\right.$ | $\mathfrak{c}$ |  |  |  |  |  | $\begin{aligned} & \underset{\sim}{N} \\ & \underset{\sim}{2} \end{aligned}$ | $\left\lvert\, \begin{gathered} 0 \\ \infty \\ - \\ \hline \end{gathered}\right.$ | $\left\lvert\, \begin{gathered} \infty \\ 0 \\ 0 \\ \hline \end{gathered}\right.$ | $\left\lvert\, \begin{gathered} \underset{\sim}{n} \\ \underset{\sim}{n} \\ \hline \end{gathered}\right.$ |  | $\begin{aligned} & n \\ & \substack{1 \\ 0 \\ 0 \\ 0 \\ \hline} \end{aligned}$ |  |  | $\left\lvert\, \begin{gathered} 0 \\ \tilde{N} \\ 0 \\ \hline \end{gathered}\right.$ | $\left\|\begin{array}{c} 0 \\ \underset{\sim}{0} \\ \text { a } \end{array}\right\|$ | $\stackrel{0}{\mathrm{~m}}$ | m |  | －8 |  | $\begin{array}{\|c} \stackrel{\circ}{\mathrm{O}} \\ \hline \end{array}$ | $\begin{aligned} & \infty \\ & \hat{e} \\ & \hline \end{aligned}$ | $\begin{aligned} & \stackrel{y}{t} \\ & \stackrel{\leftrightarrow}{2} \end{aligned}$ | $\begin{gathered} \stackrel{m}{n} \\ \stackrel{8}{2} \end{gathered}$ | ð |  | $\begin{aligned} & \hat{\Omega} \\ & \stackrel{\phi}{6} \end{aligned}$ | $\begin{aligned} & \stackrel{\rightharpoonup}{N} \\ & \stackrel{\rightharpoonup}{2} \end{aligned}$ | ò | $\begin{aligned} & \text { + } \\ & \underset{\sim}{n} \\ & \text { n } \end{aligned}$ | $\begin{aligned} & 0 \\ & \underset{\sim}{3} \\ & \hline \end{aligned}$ |  | N |
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Franchisees as of January 1, 2022

| INDIVIDUAL FRANCHISEE OR PRINCIPAL OWNER | FRANCHISEE ENTITY | ADDRESS | CITY | STATE | $\begin{aligned} & \text { ZIP } \\ & \text { CODE } \end{aligned}$ | PHONE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| CARSWELL, JOHN B | CENTRAL IOWA TOOLS, L.C. | 2174 220TH ST | BOONE | IA | 50036 | 515-460-6737 |
| CARSWELL, MICHAEL B | IOWA ESSENTIAL TOOLS, LLC | 627 W 1ST ST | MADRID | IA | 50156 | 515-460-6738 |
| ENGLER, JOHN F | ENGLER ENTERPRISES, LLC | 1215 B AVE | VINTON | IA | 52349 | 319-899-0781 |
| FLICK, TERRY M | TERRY'S TOOL SALES, LLC | 2326 340TH ST | OSAGE | IA | 50461 | 515-238-4558 |
| FRANKLIN, JEFFREY R | JL TOOLS, LLC | 3103 SOUTHWEST SNYDER BLVD | ANKENY | IA | 50023 | 515-249-7609 |
| GROVE, KELLY E | 80/35 TOOLS INC | 2013 NE 126TH AVE | ALLEMAN | IA | 50007 | 515-975-7331 |
| HAMMOND, LEE A |  | 3271 HWY D65 | DYSART | IA | 52224 | 563-608-3593 |
| HAVERKAMP, THOMAS MARTIN |  | 715 E BLOOMINGTON ST | IOWA CITY | IA | 52245 | 319-330-0801 |
| HAYES, PATRICK E | HAYES FAMILY INC. | 423 W CLARK ST | CLARINDA | IA | 51632 | 712-621-5361 |
| HLAS, LARRY DAVID |  | 1956 70TH ST | VAN HORNE | IA | 52346 | 319-560-2629 |
| HOFFMANN, RICHARD R |  | 1896 SAINT JOSEPH ST | DUBUQUE | IA | 52003 | 563-590-5627 |
| HURLBURT, CHRISTOPHER L | HURLBURT TOOLS, LLC | 116 2ND AVE | SIBLEY | IA | 51249 | 712-461-0102 |
| JENKINS, MARVIN JAMES | JIM JENKINS | 6613 HWY F48 W | NEWTON | IA | 50208 | 641-840-1207 |
| JONES, SCOTT E | SE JONES INDUSTRIES, INC | 1926 VINE AVE | MARSHALTOWN | IA | 50158 | 641-751-0029 |
| KAY, PHILIP R | PHIL'S TOOL SALES, LLC | 2210 ASPEN AVE | WAVERLY | IA | 50677 | 641-330-3617 |
| KLEIN, JUSTIN L | J K TOOLS, LLC | 1203 WASHINGTON ST | LINEVILLE | IA | 50147 | 641-344-5515 |
| LINK, RICHARD L | LINK ENTERPRISES LLC | 227 MARION DR, STE 1 | IOWA FALLS | IA | 50126 | 641-691-2780 |
| LUND, JOHN W |  | 1417 WEST 37TH STREET | DAVENPORT | IA | 52806 | 563-650-9800 |
| MCDYER, DAVID P (IA \& MN outlets) | MCDYER TOOLS, L.L.C. | 1543 OLIVE AVE | SIBLEY | IA | 51249 | 507-329-0102 |
| MEGRATH, PAUL EDWARD (IA \& MO outlets) | MEGRATH ENTERPRISES, INC. | 2273 GLASGOW RD | FAIRFIELD | IA | 52556 | 641-919-4664 |
| MORRISEY, BRIAN C (IA \& IL outlets) | MORRISEY TOOLS, LLC | 5137 HAMILTON CT | DAVENPORT | IA | 52807 | 309-314-5498 |
| NUSS, BRIAN M | NUSS TOOLS INC | 4017 1ST ST | DES MOINES | IA | 50313 | 515-975-1627 |
| PURVIS, VICTOR J (NE outlet) | PURVIS SOLUTIONS, LLC | 58725 289TH ST | MALVERN | IA | 51551 | 760-799-4870 |
| ROHE, DONALD GLENN |  | 117 E 13TH ST | CARROLL | IA | 51401 | 712-830-2992 |
| SCHINDLER, JACOB A | S \& S TOOLS, L.L.C. | 417 MADISON ST | REMSEN | IA | 51050 | 712-540-0591 |
| SCHLEMME, CHRISTOPHER B | SCHLEMME TOOL SALES LLC | 912 8TH AVE SE | CASCADE | IA | 52033 | 563-581-4081 |
| SCHMIDT, RYAN J | TWIN RIVER TOOL COMPANYLLC | 1076 LINCOLN AVE | BODE | IA | 50519 | 515-835-8856 |
| SCHMIT, JOHN EMMET | JOHN'S TOOL SALES, L.L.C. | 102 E AUSTIN ST | ROCKWELL CITY | IA | 50579 | 712-299-1205 |
| SEAMANS, CHARLES MARK | MS TOOLS, INC | 7086 WORCESTER RD | PALO | IA | 52324 | 319-361-0401 |
| SHARON, MARIAH S | M \& J TOOL SALES LLC | 2490 INDIGO AVE | MARBLE ROCK | IA | 50653 | 641-426-6829 |
| SHOLLENBARGER, TONY R | TONY'S TOOL SALES, LLC | 25037 MILE RD | CHARLES CITY | IA | 50616 | 641-330-9192 |
| SORENSEN, THEADOR ALAN | J \& L TOOLS, LLC | 2675 205TH ST | NEW HAMPTON | IA | 50659 | 319-240-6154 |


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| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| STUCHEL, MARK DAVID | MARK D STUCHEL, INC | 21389 360TH ST | EARLHAM | IA | 50072 | 515-577-0993 |
| THOMPSON, TRENT C | TRENT THOMPSON, INC | 19461 CLEVELAND PL | CARLISLE | IA | 50047 | 515-689-0048 |
| WHITE, LARRY A | WHITE TOOLS LLC | 3961 240TH ST | ESTHERVILLE | IA | 51334 | 712-330-7730 |
| WILLIAMS, ZACHARY L | WILLIAMS TOOLS LLC | 1207 N 19TH ST | COUNCIL BLUFFS | IA | 51501 | 712-310-4954 |
| WOODS, ELLEN M | WOODS FAMILY TOOL SALES, LLC | 5014 SWEET WATER CIR | WATERLOO | IA | 50701 | 319-240-4067 |
| AUFDERHEIDE, CHASE L** | C\&S TOOL COMPANY LLC | 1244 W WHEAT ST | KUNA | ID | 83634 | 208-308-3024 |
| BARON, KOLBY L | KB TOOLS LLC | 4662 E LADINO DR | IDAHO FALLS | ID | 83401 | 208-339-4629 |
| BARRA, MICHAEL D | MJW ENTERPRISE LLC | 11300 W STREAMVIEW CT | STAR | ID | 83669 | 208-982-0776 |
| BOYER, EARL L | EB TOOLS LLC | 5087 INDEPENDENCE AVE | POCATELLO | ID | 83202 | 208-252-2511 |
| COLTER, ZACHARY D | PB TOOL SOLUTIONS LLC | 2601 QUAKING CT | CALDWELL | ID | 83607 | 503-507-4124 |
| CONNELL, SCOTT K | TOP OF THE LINE TOOLS, LLC | 315 FAFNIR DR | KIMBERLY | ID | 83341 | 208-731-5419 |
| EGERSDORF, STEVEN C | TOOL MONKEY L.L.C. | 466 WISEMAN ST | HANSEN | ID | 83334 | 208-749-7166 |
| GARSIDE, ERIC M | 208 TOOLS LLC | 8737 N HUTTER RD | RATHDRUM | ID | 83858 | 208-449-3014 |
| GARVIN, PHILIP WAYNE | P R TOOLS, INC | 3390 N CURT DR | MERIDIAN | ID | 83642 | 208-869-8779 |
| GUILBAULT, BRANDON J | BNB TOOLS L.L.C. | 3513 S BARTLETT WAY | MERIDIAN | ID | 83642 | 208-941-7989 |
| LENGA, NICHOLAS S | TOP TIER TOOLS LLC | 2047 OLD STONE LN | IDAHO FALLS | ID | 83404 | 951-313-6277 |
| MLEZIVA, DAVID R | DAVE'S TOOLS, INC | 83 S KNIGHTSBRIDGE LN | NAMPA | ID | 83687 | 208-871-7496 |
| PARKINSON, JED D |  | 228 N 2382ND E | SAINT ANTHONY | ID | 83445 | 208-317-1517 |
| ROUTT, CHANCE D | ROUTT TOOLS LLC | 893 E 4000TH N | BUHL | ID | 83316 | 208-308-2666 |
| SOLIS, DAVID M | NORTH IDAHO TOOLS LLC | 14695 N STEVENS ST | RATHDRUM | ID | 83858 | 208-691-4710 |
| VANTUYL, EDDIE M (OR outlet) | ATS SUPPLY, INC | 29531 GRANDVIEW RD | PARMA | ID | 83660 | 208-880-3654 |
| WARD, BRIAN E | GUMBY ENTERPRISES, INC | 1130 WARNER AVE | LEWISTON | ID | 83501 | 208-792-7993 |
| WATSON, LYLE P | TRINITY TOOLS, LLC | 10132 CHERRY LN | NAMPA | ID | 83687 | 208-989-7486 |
| WEIBERT, BLADE P (ID \& WA outlets) | WEIBERT ENTERPRISES, LLC | 13834 W HOYT RD | RATHDRUM | ID | 83858 | 208-790-3895 |
| ADAM, VINCENT J | VINNIES TOOL SALES LLC | 12441 WOODCREST LN | ROSCOE | IL | 61073 | 815-900-4639 |
| BAIRD, IAN SPENCER | BAIRD TOOL SALES LLC | 606 S UNION ST | YATES CITY | IL | 61572 | 309-337-5325 |
| BECK, DALE R (MO outlet) | BECK GROUP, LLC | 1128 VERNIE AVE | ALTON | IL | 62002 | 618-920-7697 |
| BODINE, KEVIN R | BODINE TOOLS, INC | 121 N FOSTER | ILLIOPOLIS | IL | 62539 | 217-415-1665 |
| BOGAERTS, JASON A | JAB TOOLS INC | 41696 N PEDERSEN DRIVE S | ANTIOCH | IL | 60002 | 847-707-2987 |
| BOGAERTS, REED D | RDB MOBILE TOOLS LLC | 22712 W LOON LAKE BLVD | ANTIOCH | IL | 60002 | 847-308-8085 |
| BONSIGNORE, KYLE W (WI outlet) | BONSIGNORE PERFORMANCE TOOLS, INC | 8418 GREENWOOD RD | HEBRON | IL | 60034 | 704-780-0523 |
| BRENNAN, SHAUN F | SHAUN BRENNAN'S TOOL SALES, INC. | 3951 SANDY BLUFF RD | PLANO | IL | 60545 | 312-518-9996 |


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| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BUKOWSKI, KRZYSZTOF | CB MOBILE TOOLS, INC. | 5809 CRAIN STREET | MORTON GROVE | IL | 60053 | 708-334-2667 |
| BULSTER, JOHN EDWARD |  | 8929 PALISADES RD | BURR RIDGE | IL | 60527 | 630-781-8850 |
| BURDEN, BENJAMIN A | BURDEN ENERPRISES LLC | 9843 N 1250 EAST RD | SHIRLEY | IL | 61772 | 309-275-4732 |
| BURKS, ALEX J | AJB TOOLS LLC | 19436 BEECHNUT DR | MOKENA | IL | 60448 | 708-217-8647 |
| CHIDDISTER, CLARK STEVEN | CLARK TOOLS, INC | 10467 DAWSON ST | HUNTLEY | IL | 60142 | 630-640-7400 |
| CULBERTSON, DOUGLAS L | LIBERTY TOOLS, INC | 1539 SUMMERHILL LANE | CARY | IL | 60013 | 847-702-3238 |
| DAMICO, ANTHONY S | ASD TOOL SALES, LLC | 13815 KIT LANE | LEMONT | IL | 60439 | 331-318-9954 |
| D'AMICO, MARIO A |  | 13815 KIT LN | LEMONT | IL | 60439 | 708-567-3086 |
| DAMICO, SALVATORE PHILLIP |  | 13815 KIT LN | LEMONT | IL | 60439 | 773-742-6740 |
| DROLLINGER, TOBY A | DROLLINGER TOOLS LLC | 3207 W HENSLEY RD | CHAMPAIGN | IL | 61822 | 217-377-3399 |
| EDENS, DONALD EDWARD |  | 10237 N 400TH | CASEY | IL | 62420 | 217-232-5016 |
| ENGHAUSEN, TRAVIS C | ENGHAUSEN TOOL GROOP, LTD | 220 N FIRST ST | FISHER | IL | 61843 | 217-841-3660 |
| FORTUNA, MICHAEL JOSEPH | M\&A TOLL SALES LLC | 1 SOUTH 576 NIMITZ RD | OAKBROOK TERRACE | IL | 60181 | 630-816-5276 |
| FROMME, SAMUELJ | FROMME TOOLS LLC | 117 MILL ST | FRANKLIN | IL | 62638 | 217-473-5756 |
| GALINDO, JAIME | J G TOOLS LLC | 11520 SOUTH LAVERGNE AVE | ALSIP | IL | 60803 | 312-550-1649 |
| GAWLIK, MICHAEL GERARD | MM TOOL SALES, INC. | 1334 FOXDALE DR | ADDISON | IL | 60101 | 630-217-1101 |
| GOLDING, DAVID W | DG TOOLS AND EQUIPMENT, INC | 12609 RAIL LANE | PALOS PARK | IL | 60464 | 708-217-6527 |
| GORE, PHILLIP DALE | PHIL'S TOOLS, INC. | 2434 W IRVING PARK RD | CHICAGO | IL | 60618 | 773-640-4893 |
| GREENLIEF, RYAN D | GREENLIEF ENTERPRISES, LLC | 3350 N 1600TH AVE | ORION | IL | 61273 | 309-536-1976 |
| GROBLEWSKI, ADAM P | ADAM'S TOOL KAR, LLC | 2013 GLENVIEW AVE | PARK RIDGE | IL | 60068 | 224-420-0073 |
| HAAS, BRIAN E | HAAS HI-LINE TOOLS, LLC | 417 HIGHLINE RD | TRENTON | IL | 62293 | 618-978-0186 |
| HAMILTON, GEORGE H | HOLLYWOOD TOOLS, LLC | 38W548 RED BAY CT | SAINT CHARLES | IL | 60175 | 773-793-3119 |
| HAMILTON, SAMANTHA L | HAMILTON TOOLS LLC | 38W548 RED BAY CT | SAINT CHARLES | IL | 60175 | 773-304-6244 |
| HANNA, JEREMY L | JLH TOOL SALES LLC | 575 N LINCOLN ST | COAL CITY | IL | 60416 | 815-573-8713 |
| HARMAN, TODD R | TODD'S TOOLS INC | 601 JACOB ST | SAINT JACOB | IL | 62281 | 618-960-4498 |
| HORSTMANN, DANIEL EDWARD | HORSTMANN TOOL SALES, LLC | 66 S GERMANTOWN RD | BREESE | IL | 62230 | 618-791-7152 |
| IROCKY, CHRISTOPHER H | CHRIS IROCKY TOOLS LLC | 1709 SPRUCE STREET | SPRING GROVE | IL | 60081 | 815-321-9738 |
| JOHNS, ROSS F | ROSS JOHNS, INC | 306 TIFFANY CT, BLDG 2, STE C | CHAMPAIGN | IL | 61822 | 815-992-5407 |
| JUERN, THEODORE VICTOR |  | 2078 DAVID DR | DESPLAINES | IL | 60018 | 312-307-3561 |
| KAISER, MATTHEW A | KAISER TOOLS, INC | 412 S JADE LN | ROUND LAKE BEACH | IL | 60073 | 224-402-3330 |
| KARLIN, ALEX M | AMK TOOLS LLC | 3918 MCCABE AVE | CRYSTAL LAKE | IL | 60014 | 815-353-9069 |
| KASPER, KEVIN S |  | 113 E STEVENSON DR | GLENDALE HTS | IL | 60139 | 630-689-7514 |
| KAUFMANN, LEE PATRICK | LEE'S TOOL SALES INC. | PO BOX 527 | EFFINGHAM | IL | 62401 | 217-240-8584 |


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| KENNEY, CRAIG ALAN |  | 723 N RIVER RD | ALGONQUIN | IL | 60102 | 630-816-5281 |
| KLUEVER, MICHAEL LEIGH | KLUEVER TOOL, INC. | 1446 LOURDES RD | METAMORA | IL | 61548 | 309-696-7929 |
| KNIPPENBERG, WILLIAM D | BDK TOOLS, INC. | 117 REPUBLIC AVE | JOLIET | IL | 60435 | 815-955-1291 |
| LIPUT, JAMES A |  | 5041 DENAL | NORRIDGE | IL | 60706 | 773-699-2502 |
| MALCOLM, DAVID E | DEM TOOLS LLC | 5028 W CIRCLE DR, \#110 | CRESTWOOD | IL | 60445 | 708-802-3524 |
| MCALLISTER, JADE M | JADE MCALLISTER TOOL SALES, LLC | 1533 COUNTY RD 1000 E | CARMI | IL | 62821 | 618-384-6526 |
| MCCUAN, DAVID K | MCCUAN ENTERPRISES, INC | 12545 NIXVILLE RD | CARRIER MILLS | IL | 62917 | 618-841-2109 |
| MEISENHEIMER, ADAM K | A K MEISENHEIMER, INC | 196 TACK LN | LITCHFIELD | IL | 62056 | 217-556-3111 |
| MERCADO, JAVIER | J.M. TOOLS INC | 1008 OAKVIEW LN | GENOA | IL | 60135 | 815-501-5834 |
| MIKOLAJCZYK, PAUL L | LIGHTCHECK TOOLS, INC. | 2105 BRAEBURN DR, UNIT E | WAUCONDA | IL | 60084 | 224-300-0197 |
| MILES, TIMOTHY P | T\&D TOOLS CORP | 5426 42ND ST | ROCKFORD | IL | 61109 | 262-909-9595 |
| MOLOHON, DAVID A | MOLOHON TOOLS LLC | 17 RAMEY LN | LITCHFIELD | IL | 62056 | 217-851-2014 |
| MOLOHON, DUSTIN L | AMERICAN STEEL TOOLS LLC | 8 TOWLE RD | DIVERNON | IL | 62530 | 520-989-1912 |
| MONSEN, TYLER J | MONSEN TOOL, INC | 790 HEATHERDOWN WAY | BUFFALO GROVE | IL | 60089 | 815-529-1949 |
| MORRIS, MICHAEL JAY |  | 436 COUNTY RD 1400 N | MATTOON | IL | 61938 | 217-254-4627 |
| NEIL, BRYAN SCOTT (IL \& MO outlets) | BRYAN'S TOOL SALES LLC | 1020 HWY 61 | MENDON | IL | 62351 | 573-248-4300 |
| NIRVA, AUSTIN | NERVS OF STEEL INC. | 205 MEADOW LN | CARY | IL | 60013 | 847-502-8443 |
| NUNOKAWA, MARK RANDALL | NUNOKAWA TOOLS, INC. | 2438 W IRVING PARK RD | CHICAGO | IL | 60618 | 773-447-9300 |
| OGLE, TED A |  | 412 AVONDALE DR | EAST PEORIA | IL | 61611 | 309-573-9003 |
| OLEJNICZAK, BRIAN C |  | 6N130 VIRGINIA RD | ROSELLE | IL | 60172 | 630-624-7627 |
| PATTERSON, JOHN P |  | 863 WALTON ROAD | AMBOY | IL | 61310 | 815-762-8904 |
| PLOS, CHRISTIAN D | PLOS TOOL SALES LLC | 495 ESSEX PL | CAROL STREAM | IL | 60188 | 630-670-6638 |
| POLLASKY, ARTHUR G | A \& M's PERFORMANCE TOOLS LLC | 5715 FARMBROOK LN | CRYSTAL LAKE | IL | 60014 | 815-353-3397 |
| RANDALL, CRAIG ALAN |  | 1503 KINGSTON | SCHAUMBURG | IL | 60173 | 708-899-3149 |
| RIBORDY, STEPHEN J | RIBORDY ENTERPRISES, LLC | 812 W MOULTON ST | PONTIAC | IL | 61764 | 815-878-4410 |
| RIMSNIDER, JON A | RIMMY TOOL SALES, LLC | 11673 SAPPHIRE CT | FRANKFORT | IL | 60423 | 708-289-0627 |
| RIPPERDA, KRISTOPHER L | 4 K TOOLS LLC | 11828 OLD STATE RD | CARLYLE | IL | 62231 | 618-979-3089 |
| RITZHEIMER, RANDALL D | RITZHEIMER TOOLS, LLC | 961 W 1ST ST | AVISTON | IL | 62216 | 618-779-8162 |
| ROBERTS, JEFFREY DEAN | ROBERTS TOOLS, INC. | 14637 SPARROW RD, PO BOX 140 | PLEASANT PLAINS | IL | 62677 | 217-652-4406 |
| ROGERS, DUSTIN J |  | 1083 OLD CREEK CT | ELGIN | IL | 60120 | 630-936-0021 |
| RONCONE, JOHN F | C \& G TOOLS, INC | 854 WINTERGREEN DR | AURORA | IL | 60504 | 630-816-5892 |
| RYAN, KEVIN A | KAR TOOL SALES INC | 1445 N CLEAVER ST | CHICAGO | IL | 60642 | 630-915-3207 |
| SALM, KOLTON M |  | 1661 E 3300 NORTH ROAD | SAINT ANNE | IL | 60964 | 815-954-8559 |


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| SANDOVAL, FRANCISCO | PITA REY ENTERPRISE LLC | 747 CARNAHAN RD | COMPTON | IL | 61318 | 815-830-0530 |
| SCHNEIDER, RANDAL LEE |  | 9N022 OAK BLUFF DR | ELGIN | IL | 60124 | 847-361-9383 |
| SCHREIBER, ERIK R | AERO TOOL DISTRIBUTION, LTD | 5808 WHITING DR | MCHENRY | IL | 60050 | 847-587-0634 |
| SCHULTZ, CHARLES D | TOPHAND TOOLS, INC | 600 SHORT ST | NORTH HENDERSON | IL | 61466 | 309-644-9654 |
| SEALS, ZACHARY L (MO outlet) | SEALS TOOL SALES LLC | 820 N 2300 TH AVE | URSA | IL | 62376 | 217-242-0086 |
| SIMON, KEITH LARENCE |  | 468 HAZEL DR | SCHAUMBURG | IL | 60193 | 847-471-0015 |
| SINGLETON, BRETT L | BRETT'S TOOLS LLC | 772 90TH AVE | ROSEVILLE | IL | 61473 | 309-221-5388 |
| TOLAND, GREGORY M | TOLAND'S TOOLS, INC | 402 W TAZEWELL ST | SPRING BAY | IL | 61611 | 309-397-6006 |
| VISONA, RYAN D | VALINC. | 17657 W WINNABAGO DR | GRAYSLAKE | IL | 60030 | 815-861-1008 |
| WALTER, DANIELJ | DND FORWARD, INC | 6 LAKE FRONT DR | SWANSEA | IL | 62226 | 618-409-0208 |
| WEBER, KEVIN J | CHAPTER 2 TRANSPORT INC | 204 MONTEREY DR | WASHINGTON | IL | 61571 | 309-402-5779 |
| WELLS, BRANDON M | WELLS TOOL SALES LLC | 4670 SHIPMAN CUTOFF RD | BUNKER HILL | IL | 62014 | 217-741-1553 |
| WEPPLER, RYAN L | WEPPLER TOOL SALES LLC | 805 FRANKLIN ST, APT A2 | MAHOMET | IL | 61853 | 217-552-4565 |
| WERCKLE, CURTIS DAVID |  | 10280 HOMESTEAD RD | STILLMAN VALLEY | IL | 61084 | 815-979-1446 |
| WINKLER, JOHN R | JTL TOOLS, INC. | 9313 WEST STEGER RD | FRANKFORT | IL | 60423 | 708-288-9733 |
| WINTERS, WILLIAM GREGG | GCW TOOLS, INC | 3720 NORTH 1475 EAST ROAD | HEYWORTH | IL | 61745 | 309-275-9695 |
| BAUMAN, RANDALL L | RANDY'S TOOL SERVICE, LLC | 13441 N COUNTY ROAD 1000 E | SUNMAN | IN | 47041 | 513-500-7189 |
| BETZ, RYAN C | RYAN BETZ TOOLS LLC | 1120 N COUNTY ROAD 1075 W | WEST BADEN SPRINGS | IN | 47469 | 812-661-2537 |
| BITTNER, MATTHEW LEONARD | BITTNER TOOL DISTRIBUTION, INC. | 11255 S OWENSVILLE RD | HAUBSTADT | IN | 47639 | 812-568-0353 |
| BRADY, ADAM T | BRADY TOOLS LLC | 920 COUNTRYSIDE LN | COLUMBUS | IN | 47201 | 812-343-3903 |
| BRAGG, BRYAN M | BRAGG FAMILY TOOLS LLC | 10456 N STATE RD 267 | BROWNSBURG | IN | 46112 | 317-748-1757 |
| BROWN, MICHAEL LEWIS | MB TOOLS LLC | 10111 LANTERN RD | FISHERS | IN | 46037 | 317-443-5782 |
| BRYAN, JARED C | BRYAN TOOL SALES, LLC | 2572 E STATE ROAD 218 | BERNE | IN | 46711 | 260-849-0383 |
| CAMPBELL, ADAM (IL outlet) | TEAM ADAM TOOLS LLC | 6716 WINDING RIDGE RD | DEMOTTE | IN | 46310 | 773-999-7627 |
| CARLSON, KEVIN STANLEY Additional Franchise | PISTON CUP TOOLS LLC | 2151 N 700 E | GROVERTOWN | IN | 46531 | 574-360-7495 |
| CARMICHAEL, CHARLES LOUIS | CARMICHAEL INC. | 2448 W 1150 S | LADOGA | IN | 47954 | 765-918-5175 |
| CHRAPONSKI, MICHAEL JEROM | MC TOOLS INC | 3435 W 150TH LN | CROWN POINT | IN | 46307 | 219-741-5019 |
| CLEMENS, MICHAEL ROLAND | MICHAEL CLEMENS LLC | 1920 N CORNERSTONE WAY | ELLETTSVILLE | IN | 47429 | 812-327-9664 |
| CLOTHIER, RYAN A | RYAN'S TOOL SALES, LLC | 6712 NORTH STATE ROAD 39 | MONTICELLO | IN | 47960 | 574-870-9057 |
| COOPER, THOMAS T | T \& S TOOL SALES INC | 1240 WOODHOLLOW COURT | SCHERERVILLE | IN | 46375 | 219-613-4894 |
| CORY, NATHAN RAY | N C TOOLS, INC | 2193 N GRAND KEE AVE | VINCENNES | IN | 47591 | 812-890-5406 |
| COVERT, BRIAN P | BNL TOOL SERVICE LLC | 899 CASTLE GARDEN RD | CHANDLER | IN | 47610 | 812-480-1250 |


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| CRIPE, GREGORY LEE |  | 18657 CR14 | BRISTOL | IN | 46507 | 574-298-3347 |
| CROSSER, JACOB T | J\&E TOOLS \& EQUIPMENT LLC | 708 PETTIBONE ST | CROWN POINT | IN | 46307 | 219-313-9223 |
| CULP, ZACHARY MO | CULP TOOL SALES LLC | 3816 SANDPOINT RD | FORT WAYNE | IN | 46809 | 260-385-9333 |
| DIX, JUSTIN A | L\&B TOOL SUPPLY LLC | 6723 W 400 S | OWENSVILLE | IN | 47665 | 812-664-0164 |
| ELI, AARON E | AE TOOLS INC | 3515 E COUNTY RD 150 SOUTH | FRANKFORT | IN | 46041 | 765-516-0100 |
| ELI, RYAN M | JCR TOOLS INC | 6060 S COUNTY ROAD 400 EAST | FRANKFORT | IN | 46041 | 765-412-5173 |
| EPPERHEIMER, ANTHONY D | TONY'S TOOLBOX, LLC | 1238 CANNONERO CT | INDIANAPOLIS | IN | 46217 | 317-224-9429 |
| FORREST, ETHAN E | TC300 TOOLS LLC | 107 S COUNTY ROAD 800 EAST | LOGANSPORT | IN | 46947 | 317-697-9980 |
| GARDNER, DARREN LEE | DARREN L GARDNER LLC | 3542 N 300 E | ANDERSON | IN | 46012 | 765-623-2226 |
| GARLAND, MARK E | MARK GARLAND ENTERPRISES, LLC | 2920 S STATE RD 39 | DANVILLE | IN | 46122 | 317-440-6217 |
| GAW, JOURDAN M | J GAW TOOLS LLC | 408 LES DR | CHANDLER | IN | 47610 | 812-217-8055 |
| GREENWELL, JASON P | JNG ENTERPRISES INC. | 6215 21ST CENTURY DR | CHARLESTOWN | IN | 47111 | 502-802-6398 |
| GUERRA, BYRON C | BFC TOOLS LLC | 23205 TYLER RD | LAKEVILLE | IN | 46536 | 574-850-1952 |
| HAMMOND, JOHN DARREL | J.D. HAMMOND, INC | 3231 N ARLINGTON AVE | INDIANAPOLIS | IN | 46218 | 317-339-9336 |
| HEIDT, MARK E | M.H. TOOLS, INC | 6825 S COUNTY ROAD 750 W | COLFAX | IN | 46035 | 765-242-4673 |
| HOGAN, MARK S |  | 700 EAST - 600 NORTH | HUNTINGTON | IN | 46750 | 260-615-0313 |
| HUGHEY, CHARLES A | AOK TOOLS INC | 8500 S PEOGA RD | TRAFALGAR | IN | 46181 | 317-306-1990 |
| JACKSON, CHRISTOPHER EDWI | C E JACKSON, INC | 9407 MAZE ROAD | INDIANAPOLIS | IN | 46259 | 317-710-6743 |
| KRAMER, KRISTOPHER LEE | KRIS KRAMER TOOL SALES, LLC | 9800 N COUNTY ROAD 650 E | ALBANY | IN | 47320 | 765-748-3300 |
| LOSEY, GLEN R | G.L. TOOLS INC | 385 E BROOKVILLE RD | FOUNTAINTOWN | IN | 46130 | 317-499-5699 |
| LUCA, CARMINE F (OH outlet) | LUCA TOOLS LLC | 2534 OAKHAVEN DRIVE | WEST HARRISON | IN | 47060 | 513-652-2476 |
| MAAS, LAWRENCE B (IL outlets) | LBM TOOLS LLC | 8371 PATTERSON ST | SAINT JOHN | IN | 46373 | 219-613-0655 |
| MASCARI, MICHAEL CHARLES |  | PO BOX 1505 | GREENWOOD | IN | 46142 | 317-443-0706 |
| MILLIS, NATHAN A | NATHAN MILLIS TOOLS, LLC | 429 E STATE RD 8 | KOUTS | IN | 46347 | 219-545-1368 |
| MITCHELL, DANIEL W |  | 6788 FRANKLIN ROAD | HAGERSTOWN | IN | 47346 | 765-969-2541 |
| MOLLENCUPP, FLOYD EDWARD | ED'S TRAVELING TOOL BOX INC | 943 N MADISON | KEWANNA | IN | 46939 | 574-817-0513 |
| OBRIEN, CASEY E | C O'BRIEN ENTERPRISES, LLC | 1520 TOTTENHAM DR | DANVILLE | IN | 46122 | 317-523-4371 |
| POE, CHRISTOPHER ALLEN |  | 3000 MARY LN AVE | WEST TERRE HAUTE | IN | 47885 | 812-243-2386 |
| POHLMAN, JEREMY J | POHLMAN TOOL SALES LLC | 8819D GULF DR | FORT WAYNE | IN | 46825 | 614-975-7746 |
| QUIROGA, MICHAEL R | Q'Z KOOL TOOLZ LLC | 6829 ILLINOIS AVE | HAMMOND | IN | 46323 | 219-614-7962 |
| RIFFEY, ERIC RYAN ANDREW | RIFFEY, INC | 6275 E 450 N | LAFAYETTE | IN | 47905 | 765-426-2109 |
| SEARS, DENNIS W | PROFESSIONAL TOOL SOLUTIONS, LLC | 2051 NORTH NEW JERSEY STREET | INDIANAPOLIS | IN | 46202 | 317-691-4642 |
| SHERRARD, JAMES GUY | JIMS TOOL SALES LLC | 1123 STATE ROUTE 1 | WEST HARRISON | IN | 47060 | 513-257-4581 |


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| SHRULL, NICHOLAS L | SHRULL TOOL SALES, LLC | 8943 BAUMGART RD | EVANSVILLE | IN | 47725 | 812-205-1988 |
| SIMON, MATTHEW D |  | 8424 N 000 RD | DECATUR | IN | 46733 | 260-701-2842 |
| SITTERLE, CHARLES E (OH outlet) |  | 1802 RIDGEWOOD CIR | LAWRENCEBURG | IN | 47025 | 513-226-5823 |
| SPENCER, JOSHUA J | AJ'S TOOLS, INC | 12361 DRIFTWOOD DR | DEMOTTE | IN | 46310 | 219-334-6953 |
| STEENPORT, THOMAS GERALD | TOM STEENPORT, INC | 9715 ST JOE RD | FORT WAYNE | IN | 46835 | 260-760-0183 |
| TINDER, JAY S | JAY'S TOOLS SALES LLC | 10781 E 100TH N | GREENTOWN | IN | 46936 | 765-513-0725 |
| TRAPP, JOSEPH HENRY | TRAPP TOOL SALES LLC | 560 E ARNOTTS DR | RENSSELAER | IN | 47978 | 219-964-8868 |
| WEISHEIT, KEVIN GENE | WEISHEIT TOOLS, INC | 6 E STATE ROAD 56 | JASPER | IN | 47546 | 812-309-0156 |
| WELLS, JAMES M | MIKE WELLS INC | 4098 E SCOTLAND RD | KIRKLIN | IN | 46050 | 765-516-0429 |
| WESLEY, RAYMOND C | RAY WESLEY LLC | 13134 BLOOM RD | MOORES HILL | IN | 47032 | 812-290-6108 |
| WESTFALL, DENNIS WAYNE | D \& K TOOLS, INC. | 4191 E 400 S | LAPORTE | IN | 46350 | 219-608-1741 |
| WHITE, THOMAS JAMES |  | 234512 ROADWAY | ANDERSON | IN | 46012 | 765-744-1816 |
| YODER, NORMAN L (IM \& MI outlets) | NORMS TOOL CHEST, LLC | 65586 BARRENS DR | GOSHEN | IN | 46526 | 574-215-9316 |
| ADE, MARTY JOE |  | 2102 N 155TH RD | CONCORDIA | KS | 66901 | 785-275-2510 |
| BRADFIELD, BRIAN M | SBB ENTERPRISES, LLC | 1009 JENNY AVENUE | GARDEN CITY | KS | 67846 | 620-271-7627 |
| CARTER, CURTIS LEWAYNE | CARTER'S TOOL SALES, LLC | 15700 E 119TH ST S | MULVANE | KS | 67110 | 316-648-8665 |
| CLYMER, JEREMY J | CLYMERS TOOLS LLC | 731 E HELLAR ST | CLEARWATER | KS | 67026 | 316-208-1812 |
| CRANSTON, ROGER DALE |  | 15 OAK VALLEY DR | MANHATTAN | KS | 66502 | 785-313-0186 |
| DUNN, JACK T | TECH TOOLS \& EQUIPMENT LLC | 2275 N 1137TH RD | EUDORA | KS | 66025 | 785-312-2202 |
| EASTMAN, JAMES MARTIN |  | 4926 MEMORY LN | WICHITA | KS | 67212 | 316-761-1763 |
| ECK, ROBERT LAVERNE | R \& G TOOLS, INC. | 307 N OAK ST | HOME | KS | 66438 | 785-562-6546 |
| FOSTER, DAVID DUANE | FOSTER'S TOOL SERVICE, LLC | 2604 OXEN RD | WAVERLY | KS | 66871 | 620-340-2504 |
| HAFLIGER, NATHAN GLENN | GLENN'S SALES \& SERVICE, LLC | 25007 J RD | WAKEENEY | KS | 67672 | 785-731-5255 |
| HERMRECK, SENNETT A | SEK TOOL SERVICE INC | 25963 NE 2000TH RD | GREELEY | KS | 66033 | 785-204-2330 |
| HILTUNEN, BRIAN A | PRO TOOLS, LLC | 18080 150TH ST | BASEHOR | KS | 66007 | 913-209-9207 |
| HUDSON, HANK L | J \& H ENTERPRISES OF KANSAS INC | 3000 SW LINCOLNSHIRE RD | TOPEKA | KS | 66614 | 785-633-0665 |
| HURD, PHILLIP DEAN |  | 4489 N WASSERMAN WAY | SALINA | KS | 67401 | 785-826-0682 |
| JACOBS, JOSHUA C |  | 20444 NE 10TH ST | PRATT | KS | 67124 | 620-886-1119 |
| KEITH, SCOTT A | KEITH SERVICES LLC | 904 NORTH 4TH ST | WAKEENEY | KS | 67672 | 785-623-3232 |
| KNOWLES, WILLIAM KRIS |  | 400 E 17TH ST | HUTCHINSON | KS | 67501 | 620-664-3592 |
| MAXWELL, SCOTT DOUGLAS | MAXWELL TOOL \& EQUIPMENT, LLC | 306 E IRENE | SALINA | KS | 67401 | 785-493-2221 |
| MAYS, GILBERT DARRYL |  | 4141 S 167TH WEST | GODDARD | KS | 67052 | 316-640-0596 |
| MILLS, RODNEY L | MILLS TOOLS, LLC | 30142 41ST ROAD | ARKANSAS CITY | KS | 67005 | 620-441-2798 |


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| OVERMAN, WILLIAM SCOTT | R \& S TOOLS LLC | 181 WALNUT CREEK RD | WELLSVILLE | KS | 66092 | 785-214-0437 |
| PANDO, EDUARDO | PRECISION TOOLS LLC | 10830 CHAPARRAL CIRCLE | DODGE CITY | KS | 67801 | 620-408-5211 |
| PATTERSON, MONTE L | PATTERSON'S TOOL SERVICE, LLC | 1114 NORTH WEST ST | ROSE HILL | KS | 67133 | 316-648-7190 |
| POWELL, DAVID HEATH (MO outlet) | HP TOOLS LLC | 8138 HARDY | OVERLAND PARK | KS | 66204 | 913-991-5432 |
| ROBERTS, TERRANCE P | WE R TOOLS, INC. | 537 S PATTIE ST | WICHITA | KS | 67211 | 785-608-9851 |
| ROUNDS, LAWRENCE W | ICT TOOLS LLC | 2124 S ESSEX HEIGHTS RD | HALSTEAD | KS | 67056 | 316-239-8003 |
| SCHREITER, JUSTIN L (NE outlet) | SCHREITER TOOL SERVICE LLC | 6415 POPLAR ST | EDSON | KS | 67733 | 785-443-1999 |
| SMITH, CHARLES DRYDEN | CDS TOOL SALES, LLC | 20085 W 114TH TERR | OLATHE | KS | 66061 | 913-205-6690 |
| STRICKLAND, DANIEL D | TRIPLE S TOOLS LLC | 13510 ROAD H | LIBERAL | KS | 67901 | 620-629-7758 |
| UNRAU, DARCY | REDBEERD ENTERPRISES, LLC | 139 W GROVE ST | CANTON | KS | 67428 | 620-947-1844 |
| WHITE, KYLE CLARK | K\&N TOOLS LLC | 399 N 130TH ST, UNIT 1023 | BONNER SPRINGS | KS | 66012 | 402-718-7919 |
| WILLIAMS, RYAN T | BELLALAKE, LLC | 22405 W 61ST ST | SHAWNEE | KS | 66226 | 913-284-9060 |
| AUXIER, BRENT M | B\&D TOOLS, LLC | 2780 SWITZER RD | FRANKFORT | KY | 40601 | 859-582-7065 |
| BARR, DAVID LEE | DAVID'S TOOLS AND EQUIPMENT, LLC | 238 FOUR OAKS RD | BRANDENBURG | KY | 40108 | 270-547-0823 |
| BEGLEY, CHRISTOPHER D | BEGLEY'S TOOL SERVICE \& SALES, LLC | 11009 PELPHRY LN | WALTON | KY | 41094 | 859-628-0858 |
| BENTON, RONALD S | BENTON'S TOOLS LLC | 11400 OLD LEXINGTON PIKE | WALTON | KY | 41094 | 859-992-3894 |
| BROERING, CRAIG MATTHEW | CRAIG BROERING TOOL SALES, INC. | 104 BUFFLEHEAD CT | GEORGETOWN | KY | 40324 | 859-221-6809 |
| BRUNDAGE, JAMES L | NORTHEAST KENTUCKY SALES, LLC | 38 WOODLAND WAY | GRAYSON | KY | 41143 | 304-208-2630 |
| CLIFFORD, CHARLES J | CLIFFORD TOOL SALES LLC | 58 KY HWY 3003 | CYNTHIANA | KY | 41031 | 859-588-5510 |
| EZELL, BRANDON D | EZ ENTERPRISES, LLC | 224 BENJAMIN LANE | HOPKINSVILLE | KY | 42240 | 270-213-0358 |
| GAINES, KEITH P | GAINES TOOL SERVICE LLC | 580 ALEXANDER RD | CRITTENDEN | KY | 41030 | 859-652-2361 |
| GALLANT, JAMES | JT'S TOOL SALES, LLC | 100 BERRY GENTRY DR | SCOTTSVILLE | KY | 42164 | 270-618-9960 |
| HAUSBERGER, CHARLES L (OH outlet) | HAUSBERGER ENTERPRISES, INC | 415 KENDALL RD | DRY RIDGE | KY | 41035 | 859-653-2322 |
| HENDERSON, ELIOTT B | EBH ENTERPRISES, INC | 3515 OLYMPIA RD | LEXINGTON | KY | 40517 | 859-699-8699 |
| HODGES, JONATHON | JTBL HODGES LLC | 157 CLIFFORD LN | PENDLETON | KY | 40055 | 502-664-5688 |
| HUMFLEET, JOSEPH JAMES | SNAPPY JOE'S TOOL CO INC. | 59 JIM BROCK RD | PINEVILLE | KY | 40977 | 606-524-0915 |
| LEDDY, DANIEL G | LEDDY TOOL COMPANY | 4104 BERRYMAN CT | LEXINGTON | KY | 40514 | 859-948-8259 |
| LIMBRICK, JOSHUA W | LIMBRICK ENTERPRISES, INC | 2818 SHEILA DR | LOUISVILLE | KY | 40220 | 502-386-8129 |
| LOGSDON, BRANDON N | INFINITY ENTERPRISES, INC | 2011 CROOKED CREEK CT | CRESTWOOD | KY | 40014 | 502-939-0905 |
| LOGSDON, CHAD R | LOGSDON TOOL COMPANY, LLC | 1431 MCCUBBINS RD | HODGENVILLE | KY | 42748 | 270-696-0198 |


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| MARSHALL, SAMUEL T (OH outlet) | MARSHALL TOOL SALES LLC | 302 BULLOCK PEN DR | CRITTENDEN | KY | 41030 | 859-912-9245 |
| MCGARRY, MICHAEL ED | MCGARRY'S TOOLS, INC. | 3786 TAYLORSVILLE RD | LOUISVILLE | KY | 40220 | 502-939-2338 |
| MILLER, JERRY W | JVM ENTERPRISES INC | 153 STAPLETON WAY | GEORGETOWN | KY | 40324 | 859-797-8249 |
| MOBERLEY, CHAD M | CMB TOOLS, LLC | 117 NORTON DR | RICHMOND | KY | 40475 | 859-333-4736 |
| MONTGOMERY, JAMIE DAIRL | MONTGOMERY TOOLS, INC | 116 NORTON DR | RICHMOND | KY | 40475 | 859-626-2312 |
| NASH, JUSTIN B | JLN ENTERPRISES, LLC | 617 ASHBURY CIRCLE | HOPKINSVILLE | KY | 42240 | 270-889-7092 |
| PATTERSON, DANIEL R | DMP ENTERPRISES, INC | 357 RODGERS RD | BROOKS | KY | 40109 | 502-594-1180 |
| PEAVLER, MIKE DOUGLAS (OH outlets) | DOUGS TOOL SHOP, LLC | 8470 DIXIE HWY, UNIT V17 | FLORENCE | KY | 41042 | 859-314-8105 |
| PHILLIPS, JOSEPH A | JSP TOOL SALES \& SERVICE, LLC | 4543 HUNTERS TRACE | OWENSBORO | KY | 42303 | 270-222-0886 |
| PUCKETT, CODY W | PUCKETT TOOL SALES, INC | 8411 SHEPHERDSVILLE RD | LOUISVILLE | KY | 40219 | 502-299-7069 |
| SKIDMORE, GREGORY NUEL | SKIDMORE ENTERPRISES, INC | 4310 RICE SPRINGS RD | KEVIL | KY | 42053 | 270-559-1545 |
| STAHL, ZACKARY H | ZHS TOOL SALES LLC | 1042 CARTER LN | BOWLING GREEN | KY | 42103 | 270-784-3308 |
| STECHT, DAVID J (OH outlet) | DLS TOOLS, INC | 310 FLAT CREEK RD | DRY RIDGE | KY | 41035 | 859-991-1217 |
| SULLIVAN, JEREMY L | JCJ TOOLS, INC | 510 GREENCREST DR | CECILIA | KY | 42724 | 502-379-2220 |
| TAYLOR, TRACY W | TRACY WILLIAM TAYLOR INC | 365 E LEXINGTON AVE | DANVILLE | KY | 40422 | 859-421-4645 |
| TODD, TRAVIS A | TRAVIS TODD TOOL SALES LLC | 325 PISGAH STATION ROAD | VERSAILLES | KY | 40383 | 859-421-4771 |
| TRAFT, ROBERT L | R TRAFT ENTERPRISES, INC. | 10120 DIXIE HWY | CORINTH | KY | 41010 | 859-242-8301 |
| WARREN, DAVID SCOTT | DAVID S. WARREN TOOLS AND EQUIPMENT LLC | 121 GRABLE LN | GEORGETOWN | KY | 40324 | 859-509-2015 |
| WEST, ADAM B | SAW ENTERPRISE LLC | 125 DONNA DR | HOPKINSVILLE | KY | 42240 | 270-559-4066 |
| WHEELER, TOBY A | CB TOOLS, LLC | 7901 IRVINE RD | WINCHESTER | KY | 40391 | 859-749-0860 |
| WILLIAMS, GEORGE E | G\&K TOOLS, INC | 8765 HIGHWAY 707 | CATLETTSBURG | KY | 41129 | 606-483-9301 |
| WILSON, ANTHONY | TJW ENTERPRISES, INC. | 316 BOONE WAY | RICHMOND | KY | 40475 | 859-749-7293 |
| AVERITT, JUSTIN |  | 18625 TIGER CREEK LN | PONCHATOULA | LA | 70454 | 985-351-8409 |
| BLANQUE, DAVID ANDREW |  | 3508 WANDA LYNN DR | METAIRIE | LA | 70002 | 504-296-7272 |
| BLY, ORAN M | BLY'S TOOLS \& EQUIPMENT, LLC | PO BOX 310 | WILSON | LA | 70789 | 225-244-4983 |
| CAMPEAUX, CHARLES A | CAT TOOLS AND EQUIPMENT, LLC | 103 VILLERE DR | DESTREHAN | LA | 70047 | 504-874-3607 |
| CAMPEAUX, CHELSEA M | CHELSEAUX TOOLS, LLC | 594 W EASY ST | DESTREHAN | LA | 70047 | 504-402-1767 |
| EPPINETTE, ROBERT DEN | EPP'S TOOLS, INC | 1753 PRAIRIE RD | MONROE | LA | 71202 | 318-355-8665 |
| FRYER, JOHN R | JNM INDUSTRIAL CONTRACTIN, INC | 120 STANLEY WILLIAMS RD | RAYVILLE | LA | 71269 | 318-341-1439 |
| GERRALD, TOMMY D | GERRALD \& BLACK LLC | 3238 CALUMET DR | SHREVEPORT | LA | 71107 | 318-519-5358 |
| HARDING, GARY P | H \& H SUPPLY, LLC | 102 LONGWOOD CT | PEARL RIVER | LA | 70452 | 985-640-2953 |


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| HEARNSBERGER, DANIEL A | DBH OPERATIONS LLC | 99 Q STOCKMAN RD | DEVILLE | LA | 71328 | 337-884-4839 |
| HEBERT, TILDON CARROLL | HEBERT TOOL COMPANY INC. | 207 SHADY PARK DR | LAFAYETTE | LA | 70508 | 337-319-7693 |
| HICKS, PAUL DONALD |  | 419 CRESCENT BLVD | HOUMA | LA | 70360 | 985-860-1701 |
| LOUWIEN, MICHAEL LAURENCE (TX outlet) | MICHAEL LOUWIEN TOOL CO., L.L.C. | 6040 FOX CHASE TR | SHREVEPORT | LA | 71129 | 903-691-0663 |
| MILES, EDWARD D | MILES UNLIMITED LLC | 14661 JOOR RD | ZACHARY | LA | 70791 | 225-270-9212 |
| MONNERJAHN, RODNEY J | BIG DAWG TOOL SERVICES LLC | 708 MARY LANE | RIVER RIDGE | LA | 70123 | 504-600-1398 |
| MONNERJAHN, STEPHEN M | KINGFISH TOOLS \& EQUIPMENT LLC | 652 OAK ST | BRIDGE CITY | LA | 70094 | 504-915-7452 |
| RICHARDS, RICHARD | CAJUN TOOLS, LLC | 353 VALLERY RD | DERIDDER | LA | 70634 | 337-396-1815 |
| SIMON, APRIL L | 3S ENTERPRISES, LLC | 1102 CLASTON SIMON RD | BREAUX BRIDGE | LA | 70517 | 337-207-4421 |
| TAVLIN, DONALD R | DIAMOND DONS TOOLS LLC | 12886 PENDARVIS LN | WALKER | LA | 70785 | 225-439-9075 |
| VERRETTE, DAVIS ALCEE |  | 1001 LINWOOD AVE | METAIRIE | LA | 70003 | 504-915-4230 |
| AGUILAR, IVAN D |  | 675 FRANKLIN ST | BELCHERTOWN | MA | 01007 | 413-896-9766 |
| ALMEIDA, EDMUND P | ALMEIDA TOOLS LLC | 72 CHURCH ST | WILMINGTON | MA | 01887 | 617-688-8663 |
| ANDRADE, JOSHUA R | AJ TOOLS INC | 15 DIGHTON AVE | TAUNTON | MA | 02780 | 774-263-5400 |
| ARSENAULT, DENNIS S | PIGEON HILL TOOLS LLC | 40 PIGEON HILL ST | ROCKPORT | MA | 01966 | 978-879-3025 |
| BELCHER, ROBERT B | RB TOOLS, INC. | 157 EVERETT SKINNER RD | PLAINVILLE | MA | 02762 | 774-571-7231 |
| BENZIGER, NICHOLAS C | BENZIGER, INC | 129 SUMMER ST | MEDWAY | MA | 02053 | 508-369-4865 |
| BERGONZI, JASON D | P \& W TOOLS, LLC | 60 WYMAN RD | ABINGTON | MA | 02351 | 781-258-8370 |
| BERTHIAUME, BRIAN G (CT outlet) | CHROME LLC | 4 BRIAN AVE | WEBSTER | MA | 01570 | 508-981-3685 |
| BERTHIAUME, KENNETH | KB TOOLS \& EQUIPMENT LLC | 11 INDIAN LN | WEBSTER | MA | 01570 | 508-328-8760 |
| BONO, STEVEN F | SB TOOLS, INC. | 52 DONS WAY | MIDDLEBORO | MA | 02346 | 781-353-1544 |
| BONO, STEVEN F | SB TOOLS II, INC. | 52 DONS WAY | MIDDLEBORO | MA | 02346 | 781-353-1544 |
| BRAGDON, CURTIS A | CURTTECH TOOLS INC | 155 NAHANT RD, APT 1 | NAHANT | MA | 01908 | 781-417-0692 |
| BRENNAN, JOSEPH | JB TOOLS, LLC | 10 BARE HILL RD | GROVELAND | MA | 01834 | 781-953-9554 |
| CHRISTOFF, ANDREW J | AJC TOOLS LLC | 317 SW CUTOFF | WORCESTER | MA | 01604 | 401-829-3773 |
| COOK, THOMAS (RI outlet) |  | 83 ROBINSON AVE | ATTLEBORO | MA | 02703 | 508-922-8125 |
| COUTO, MATTHEW R | MC TOOLS, INC | 93 COUNTY ST | REHOBOTH | MA | 02769 | 508-989-4071 |
| CRAM JR, ROBERT F |  | 85 PETER BLOSSOM LN | WEST BARNSTABLE | MA | 02668 | 774-836-0828 |
| DEAN, DAVE |  | 782 W WASHINGTON ST | HANSON | MA | 02341 | 508-559-4571 |
| DEBERNARDI, DON |  | 50 WIMBLEDON CIR | WALTHAM | MA | 02454 | 781-953-4432 |
| DESJARLAIS, JAMES M | J \& D TOOLS LLC | 10A JASMINE RD | MEDWAY | MA | 02053 | 508-254-5045 |
| EKMALIAN, JAMES | EKMALIAN TOOLS, INC. | 355 TRAFFTON RD | SPRINGFIELD | MA | 01108 | 413-221-5518 |


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| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| EKMALIAN, JAMES G | JGE TOOLS LLC | 54 HIGHER ST | LUDLOW | MA | 01056 | 413-654-6818 |
| FAULKNER, ANDY R | ANDY'S AUTO GEAR, LLC | 54 DRUMLIN RD | NEWTON CENTER | MA | 02459 | 509-262-4254 |
| FIFFY, CHARLES J | CJF TOOLS, LLC | 4 STONE HILL DR | IPSWICH | MA | 01938 | 617-962-2235 |
| GIBBONS, MICHAELJ | GIBBONS TOOLS \& EQUIPMENT, INC | 1 MICHAELS RD | LYNNFIELD | MA | 01940 | 617-908-2859 |
| GILROY, TODD M | T AND S TOOL SALES, LLC | 200 CENTRAL TPKE | SUTTON | MA | 01590 | 508-561-9362 |
| GLADSTONE, DAVID M | GLADSTONE ENTERPRISES \& HOLDINGS INC. | 246 MILL ST | AGAWAM | MA | 01001 | 860-707-0097 |
| GUERRIERO, WILLIAM | DBG, INCORPORATED | 25 STACY LN | HANOVER | MA | 02339 | 617-719-5342 |
| HARROP, MARK W | TOP NOTCH TOOLS LLC | 92 HARLOW RD | SANDWICH | MA | 02563 | 508-807-3700 |
| HATZIGIANNIS, DIMOSTHENIS | MAEM, INC. | 112 BALTIC ST | METHUEN | MA | 01844 | 857-205-0920 |
| HATZIGIANNIS, EFSTRATIOS | SH TOOLS, LLC | 25 GAVIN CIRCLE | ANDOVER | MA | 01810 | 617-504-5216 |
| HOURIN, MICHAELJ | MH-1, INCORPORATED | 15 HICKORY RD | BRAINTREE | MA | 02184 | 781-727-4876 |
| HURLEY, TIMOTHY J | HURLEY TOOLS, LLC | 25 HOWARD ST | SOUTH EASTON | MA | 02375 | 508-446-1875 |
| JACKSON JR, JOSEPH D | JDJ TOOLS \& EQUIPMENT CORPORATION | 858 WILLIAMS ST | NORTH DIGHTON | MA | 02764 | 508-958-5948 |
| JACKSON, MICHAEL J (RI outlets) | MJ TOOLS \& EQUIPMENT INC. | 878 WILLIAMS ST | NORTH DIGHTON | MA | 02764 | 508-958-6482 |
| JAQUES, JEFF |  | 19 WETHERELL ST | NEWTON | MA | 02464 | 781-953-5308 |
| LAFRENIERE, ANTHONY J |  | 48 GREEN DR | NORTH ATTLEBORO | MA | 02760 | 508-958-4067 |
| LEBLANC, STEPHEN G | M3D TOOLS AND EQUIPMENT LLC | 154 FARNSWORTH RD | TEMPLETON | MA | 01468 | 978-808-6626 |
| LEWIS, DAVID C |  | 49 OCEANSIDE DR | HULL | MA | 02045 | 617-504-4359 |
| MAREK, DANA |  | 12 KEENE STREET | STONEHAM | MA | 02180 | 781-844-1150 |
| MATIAS, CARLOS R (RI outlets) | CM TOOLS AND EQUIPMENT LLC | 17 BIRCHFIELD ST | FAIRHAVEN | MA | 02719 | 508-962-9904 |
| MCCRACKEN, JEFFREY J | JAY MCCRACKEN, INC. | 14 DASILVA DR | EAST FALMOUTH | MA | 02536 | 774-392-0373 |
| MCGURR, CHUCK |  | 92 BAY RD | NORTON | MA | 02766 | 508-400-3698 |
| MCNEIL, JOHN | JSM TOOLS LLC | 16 WELLINGTON ST | BRAINTREE | MA | 02184 | 781-953-5306 |
| MILLS, NATHAN D (NH outlet) | N.M.B. LLC | 201 LAKEVIEW DR | WINCHENDON | MA | 01475 | 508-783-0323 |
| MORAN, ROBERT |  | 10 A ST | READING | MA | 01867 | 781-858-4716 |
| MURPHY, MICHAEL A | MURPHY'S TOOLS \& EQUIPMENT, INC. | 8 MADDY LN | NORTH ATTLEBORO | MA | 02760 | 508-954-9931 |
| NEVES, KEVIN J | KN TOOLS LLC | 7 PENNY LN | MILFORD | MA | 01757 | 508-326-8390 |
| PAUL, BRIAN |  | 3 CHERRY RD | BEVERLY | MA | 01915 | 978-407-2621 |
| PICARD, AARON M | AMP SERVICES CORPORATION | 32 STONY BROOK ROAD | WESTON | MA | 02493 | 781-697-6015 |
| PICKETT, CHRISTOPHER J | PIC'S TOOL SUPPLY INC. | 24 HOWARD ST | SOUTH EASTON | MA | 02375 | 508-272-5493 |
| PONTES, STEVE |  | 138 FOREST ST | NORTH DIGHTON | MA | 02764 | 508-958-4887 |


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| RANDALL, RICHARD D (RI outlet) | RICK RANDALL ENTERPRISES, INC | 84 MAIN ST | WALPOLE | MA | 02081 | 774-254-7607 |
| SNAY, BRIAN | BRIAN'S TOOLS \& EQUIPMENT LLC | 114 PACKARD HILL RD | ASHBURNHAM | MA | 01430 | 978-549-4618 |
| STANTON, WILLIAM | WILLIAM STANTON TOOLS, LLC | 125 CROSS ST | NORWELL | MA | 02061 | 781-844-1159 |
| STICKNEY, DOUGLAS P | NORTH SHORE TOOL SERVICES LLC | 888 HAVERHILL ST | ROWLEY | MA | 01969 | 978-852-1685 |
| SULLIVAN, DONALD R | SULLIVAN TOOL COMPANY LLC | 32 ARROWHEAD DR | BRIDGEWATER | MA | 02324 | 508-400-4702 |
| SZYDLIK, THOMAS T | TTS, INC. | 15 MCGUIRE RD | SUTTON | MA | 01590 | 508-769-9960 |
| TANCRETI, WILLIAM J | BOE TOOLS, LLC | 20 BOW ST | WOBURN | MA | 01801 | 978-944-2724 |
| TORTORA, STEVE (RI outlet) |  | 60 BELLEVISTA AVE | MANSFIELD | MA | 02048 | 508-294-3365 |
| URBAN, JOHN |  | 290 DUNSTABLE RD | NORTH CHELMSFORD | MA | 01863 | 978-502-5638 |
| VOLONINO, PHILIP D | MAGIC TOUCH LLC | 4 BELMORE RD | MERRIMAC | MA | 01860 | 978-420-7750 |
| WALLACE, JAMES J | JW TOOLS, INC. | \#2 SUNSET AVE | NORTH READING | MA | 01864 | 781-858-4827 |
| WALTER, JEFFERY M | WALTER TOOL DISTRIBUTOR, INC. | 30 SCOTT RD | LANESBOROUGH | MA | 01237 | 413-358-3054 |
| YOUNG, DAVE |  | 6 RUSSEL LN | EASTHAMPTON | MA | 01027 | 413-531-6866 |
| AKERBOOM, PAUL J | BOOMERS TOOLS LLC | 625 CAMELOT DRIVE | BEL AIR | MD | 21015 | 410-688-2260 |
| ANCHOR, BRIAN M | ANCHOR TOOL COMPANY, INC | 17780 OLD FREDERICK RD | MOUNT AIRY | MD | 21771 | 301-399-8326 |
| AUSTIN, BRIAN B | AUSTIN ENTERPRISES, INCORPORATED | 630 GOVENOR BRIDGE RD | DAVIDSONVILLE | MD | 21035 | 410-507-4513 |
| BABKOFF, RONALD W | T\&R B ENTERPRISES, INC | PO BOX 180 | WOODSBORO | MD | 21798 | 240-215-7521 |
| BAUMANN, ROBERT E | BAUMANN TOOLS LLC | 4684 WALTERS LN | HARWOOD | MD | 20776 | 410-271-0033 |
| BELL, RICHARD A | TOOL DOCTOR OF RIDGELY, LLC | 24482 REED CT | RIDGELY | MD | 21660 | 410-924-4409 |
| BENDER, BERWYN G | BENDER TOOLS, INC. | 8482 FORT SMALLWOOD RD, UNIT B | PASADENA | MD | 21122 | 443-463-6179 |
| BOWERMAN, CHRISTOPHER J | BOWERMAN ENTERPRISES, LLC | 4012 CHESTNUT RD | MIDDLE RIVER | MD | 21220 | 410-458-4041 |
| BOWMAN, PATRICK A | PATRICK BOWMAN, SR ENTERPRISES INC | 9787 MCKINSTRY MILL RD | NEW WINDSOR | MD | 21776 | 240-315-2937 |
| BRAMBLE, CHARLES E | BRAMBLE ENTERPRISES, INC | 109 NEW JERSEY AVE NW | GLEN BURNIE | MD | 21061 | 443-336-3338 |
| BRODEUR, ROBERT P | BRODEURS ENTERPRISE LLC | 3315 CHURCHVILLE RD | ABERDEEN | MD | 21001 | 443-807-9347 |
| BUTTREY, CHOYA R | BUTTREY TOOLS, INC. | 2711 LOCH HAVEN DR | IJAMSVILLE | MD | 21754 | 240-832-9448 |
| CARE, MICHAEL S | MIKE CARE TOOL SALES LLC | 902 DRUID HILL AVE | PASADENA | MD | 21122 | 410-320-7060 |
| CHARLES, COLLIN S | CHARLES ENTERPRISES, LLC | 4145 WARDS CHAPEL RD | MARRIOTTSVILLE | MD | 21104 | 240-308-3963 |
| COE, DAVID M | MIKE'S TOOLS INC. | 18807 MANOR CHURCH RD | BOONSBORO | MD | 21713 | 240-520-2666 |
| DICKE, PHILIP J | PHIL D ENTERPRISES LLC | 9425 SNOWDEN RIVER PKWY | COLUMBIA | MD | 21046 | 443-677-3431 |
| DICKE, PHILIP J | JACK GREY LLC | 9425 SNOWDEN RIVER PKWY | COLUMBIA | MD | 21046 | 443-677-3431 |

Franchisees as of January 1, 2022

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| DODD, JAMES B |  | 10701 ASSATEAGUE RD | BERLIN | MD | 21811 | 410-310-6210 |
| DORSEY, MICHAEL ANTHONY | DORSEY ENTERPRISES, INC | 926 GRANDIN AVE | ROCKVILLE | MD | 20851 | 301-461-0403 |
| FELIX, CORY A | C. FELIX, INC. | 304 PRETTYMAN DR. \#10206 | ROCKVILLE | MD | 20850 | 240-372-0277 |
| FISHER, WILLIAM M | PROJECT WILHELM LLC | 14903 MCKISSON CT, APT 7E | SILVER SPRING | MD | 20906 | 240-899-9595 |
| FRANKS, BRIAN S | KRAKEN INDUSTRY LLC | 2508 KNIGHTHILL LN | BOWIE | MD | 20715 | 443-905-2001 |
| GRAHAM, WILLIAM F (DE outlet) | BILLDOZER TOOLS LLC | 2050 HOPEWELL ROAD | PORT DEPOSIT | MD | 21904 | 484-256-2156 |
| HACUNDA, PAULE | HACUNDA ENTERPRISES, INC | 5109 OLD NATIONAL PIKE | FREDERICK | MD | 21702 | 240-409-1851 |
| HANN, ALAN TODD | HANN TOOLS LLC | 2435 GIBSON RD | FOREST HILL | MD | 21050 | 443-865-1660 |
| HEINEMAN, STEPHEN J | SJH TOOLS INC | 7000 CONNECTION RD | KINGSVILLE | MD | 21087 | 410-977-8405 |
| HOGAN, ROBERT K | ROBERT K HOGAN ENTERPRISES, INC | 2192 HALLMARK CT | GAMBRILLS | MD | 21054 | 443-336-0112 |
| HOLSWORTH, MICHAEL C | MK TOOLS LLC | 120 LIEWELLYN LANE | HUNTINGTOWN | MD | 20639 | 410-808-4032 |
| HOUCK, TIMOTHY R | TIMTOOL INC. | 4406 PENSEL RD | PERRY HALL | MD | 21128 | 410-227-8777 |
| HURLOCK, KENNETH (DE \& MD outlets) | TOOLMAN INC. | 5533 LECOMPTE RD | RHODESDALE | MD | 21659 | 410-726-8665 |
| KENNARD, STEPHEN DOUGLAS (PA outlet) |  | 86 RED FOX DR | ELKTON | MD | 21921 | 610-656-4874 |
| KNOWLTON, PETER | KNOWLTON ENTERPRISES, INC. | 710 GOVERNOR BRIDGE RD | DAVIDSONVILLE | MD | 21035 | 301-440-0177 |
| LABELLE, NOAH DAVID (DE outlet) | LABELLE ENTERPRISES, INC. | 25281 GOLDSBORO RD | HENDERSON | MD | 21640 | 443-786-0838 |
| LAPE, STEPHEN W | WADE LAPE TOOLS, LLC | 6741 RUNKLES RD | MOUNT AIRY | MD | 21771 | 443-623-3776 |
| LAYCHAK, JOHN J |  | 48043 POST OAK ROAD | SAINT INIGOES | MD | 20684 | 410-610-3457 |
| LYVERS, ANNA | A\&W TOOLS \& EQUIPMENT, INC | 5345 LONG BEACH RD | SAINT LEONARD | MD | 20685 | 410-610-3333 |
| MCBRIDE, DAVID M |  | 9630 WOODLAND ROAD | NEW MARKET | MD | 21774 | 443-845-1080 |
| MCQUEENEY, HUGH F | TOOL IT UP, INC | 12482 BARNARD WAY | WEST FRIENDSHIP | MD | 21794 | 301-367-8055 |
| MOSER, JONATHAN B | JBM TOOLS INC. | 2316 LODGE FOREST DR | SPARROWS POINT | MD | 21219 | 443-865-7456 |
| MOSER, LEO | L\&M TOOLS, INC | 7513 SPARROWS POINT BLVD | BALTIMORE | MD | 21219 | 410-977-8421 |
| MUELLER, LOUIS J |  | 404 BRAXTON CT | JOPPA | MD | 21085 | 443-910-1123 |
| MURPHY, MICHAEL W | HOME OF CHROME LLC | 7840 SHORE DR | PRESTON | MD | 21655 | 410-829-3400 |
| MYERS, JON E | ERIC MYERS TOOLS INC | 28281 CLARKSBURG RD | DAMASCUS | MD | 20872 | 301-943-2492 |
| OPALKO, RICHARD J | LYVERSENTERPRISES, LLC | 6015 SHELBY WAY | SAINT LEONARD | MD | 20685 | 443-532-5579 |
| PATEY, LARRY R | LRP TOOLS, LLC | 17908 SPIELMAN RD | FAIRPLAY | MD | 21733 | 240-675-6608 |
| PENADO, MANUEL A (DC outlet) | MANNY PENADO INC | 501 GORMAN AVE | LAUREL | MD | 20707 | 571-224-3289 |
| POWELL, DAVID M. (PA outlet) | DAVID M POWELL, LLC | 20040 LANDIS RD | HAGERSTOWN | MD | 21740 | 301-991-4605 |
| PRKNA, MICHAEL K | M PRKNA ENTERPRISES, LLC | 8069 HIGHVIEW RD | PASADENA | MD | 21122 | 410-251-2911 |
| REDLACK, ROBERT E | REDLACK ENTERPRISES, LLC | 12927 MEADOW VIEW DR | GAITHERSBURG | MD | 20878 | 301-922-8665 |


| INDIVIDUAL FRANCHISEE OR PRINCIPAL OWNER | FRANCHISEE ENTITY | ADDRESS | CITY | STATE | $\begin{aligned} & \text { ZIP } \\ & \text { CODE } \end{aligned}$ | PHONE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| RICE, JOHN R (PA outlet) | JOHN R. RICE, LLC | 4795 WENTZ RD | MANCHESTER | MD | 21102 | 484-883-9504 |
| RUCKER, BRIAN A | BRIAN'S MESS, INC. | 4701 WESTWIND DRIVE | MOUNT AIRY | MD | 21771 | 301-704-7318 |
| RUFF, ERIC S | ESR TOOLS, INC. | 2708 FEDERAL LN | BOWIE | MD | 20715 | 443-336-9790 |
| RYAN, ROBERT J. | RYAN TOOLS, INC. | 3220 HAYLOFT CT | WOODBINE | MD | 21797 | 301-674-1698 |
| SCHEIMAN, PHILIP M | SCHEIMAN ENTERPRISES, LLC | 9653 WHITE ACRE RD, UNIT B4 | COLUMBIA | MD | 21045 | 240-485-8492 |
| SEEDERS, CARLA J | CJS TOOLS LLC | 422 WALNUT DR | EDGEWATER | MD | 21037 | 443-454-3313 |
| SIMMS, CHRISTOPHER A |  | 3171 ADELINA RD | PRINCE FREDERICK | MD | 20678 | 301-326-7073 |
| SMITH, JONATHAN D (DE outlet) | JONATHAN SMITH LLC | 18 STEAMBOAT LANDING LN | WARWICK | MD | 21912 | 302-218-1746 |
| SMITH, PHILLIP J | BEACON TOOLS, INC. | 1428 BAY HEAD RD | ANNAPOLIS | MD | 21401 | 410-570-8283 |
| SOLIS, PASTOR A | LT SOLIS VENTURES LLC | 1434 HALLOWELL LN | NEW WINDSOR | MD | 21776 | 443-605-3737 |
| SPEAKER, JESSE B | JJ ACE TOOLS LLC | 103 HOLLY WREATH DR | ABINGDON | MD | 21009 | 443-827-8966 |
| STANLEY, SHAUN | MID COUNTY TOOL \& SUPPLY, LLC | 1150 BLOOM RD | WESTMINSTER | MD | 21157 | 443-375-8977 |
| STOCK, GEORGE J | GLC ENTERPRISES, LLC | 7732 CHARLESMONT RD | DUNDALK | MD | 21222 | 443-621-5655 |
| SUTTON, MICHAEL S | SUTTON TOOLS LLC | 10930 DUMBARTON DR | DUNKIRK | MD | 20754 | 240-485-8872 |
| TALLMAN, ERIC |  | 10217 OWEN BROWN RD | COLUMBIA | MD | 21044 | 410-964-5458 |
| UEBEL, RICHARD C | R U SNAPPY INC | 4301 SPRING AVE | HALETHORPE | MD | 21227 | 443-677-6331 |
| UNKART, ERIC F | EU TOOLS LLC | 8152 LIBERTYTOWN RD | BERLIN | MD | 21811 | 410-382-0792 |
| UNKART, JOHN BYRON | J B \& U INC | 6926 RIVER DRIVE RD | BALTIMORE | MD | 21219 | 443-867-6764 |
| WADE, CARTER |  | 12929 WOODBURN DR | HAGERSTOWN | MD | 21742 | 301-988-6102 |
| WEBB, DAVID E (PA outlets) | DAVID WEBB CORPORATION | 5584 JOLLIE DR | FREDERICK | MD | 21702 | 240-405-6127 |
| WHITTINGTON, JASON | JW TOOLS LLC | 11566 SIDEWINDER LANE | LUSBY | MD | 20657 | 410-474-3524 |
| YATCHYSHYN, DEAN |  | 631 NORTH MECHANIC ST | CUMBERLAND | MD | 21502 | 301-724-8794 |
| YOUNGBLOOD, NATHAN D | YOUNGBLOOD ENTERPRISES, LLC | 15201 FERN RIDGE RD SW | FROSTBURG | MD | 21532 | 240-362-8665 |
| BAKER, WILLIAM |  | 123 BAYSIDE WEST | OWLS HEAD | ME | 04854 | 207-323-3366 |
| BEAULIEU, BRIAN M | SNAPPY DEALERS, LLC | 28 HEATH RD | SACO | ME | 04072 | 207-423-2376 |
| CRANDALL, CALVIN T | CALVIN CRANDALL LLC | 493 RIDGE RD | OAKFIELD | ME | 04763 | 207-532-0361 |
| DUNN, RICHARD J | R.J. DUNN, INC | 665 WINGS MILL RD | MOUNT VERNON | ME | 04352 | 207-592-2651 |
| FARMER, THEODORE C | TED THE TOOL MAN, INC | 74 THORNE RD | SULLIVAN | ME | 04664 | 207-610-4344 |
| HALVERSON, THOMAS S | HALVERSON TOOLS LLC | 390 FALMOUTH RD | FALMOUTH | ME | 04105 | 207-346-0609 |
| HERSOM, TROY KENT |  | 967 CROSSPOINT RD | EDGECOMB | ME | 04556 | 207-837-3584 |
| JOHNSON, GREGORY DEAN |  | 19 HUTCHINS ST | SACO | ME | 04072 | 207-284-3943 |
| JOHNSTON, HEIDI D | ON-TARGET TOOLS-INC | 81 PIGEON BROOK RD | WEST BALDWIN | ME | 04091 | 207-227-3726 |
| MCAFEE, JAMES W | JM TOOLS LLC | 21 PINE TREE RD | BREWER | ME | 04412 | 207-249-2449 |
| PARKS, JOSHUA K | JP TOOLS LLC | 1 MADIGANS WAY | FALMOUTH | ME | 04105 | 207-749-1923 |

Franchisees as of January 1, 2022

| INDIVIDUAL FRANCHISEE OR PRINCIPAL OWNER | FRANCHISEE ENTITY | ADDRESS | CITY | STATE | $\begin{gathered} \text { ZIP } \\ \text { CODE } \end{gathered}$ | PHONE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| PARLEE, DEREK H | PEA COVE, INC. | 211 GREELEYS LANDING RD | DOVER FOXCROFT | ME | 04426 | 207-735-8155 |
| PEDERSEN, KARL | PITTSTON TOOLS, LLC | 617 WHITEFIELD RD | PITTSTON | ME | 04345 | 207-215-3005 |
| PELLETIER, JONATHAN A | J. ANDY PELLETIER INC. | 32 DENNIS ST | SKOWHEGAN | ME | 04976 | 207-431-2301 |
| REERA, ROBERT J | HAPPY SNAPPY, INC | 77 MEADOW RD | RAYMOND | ME | 04071 | 603-998-6013 |
| RICHARDS, FRANKLIN | FT TOOLS LLC | 63 CHARLES DR | HOLDEN | ME | 04429 | 207-852-1511 |
| ST PETER, AARON R | A.R.S. TOOL SALES | 516 LAMBERT RD | BREWER | ME | 04412 | 207-478-9847 |
| WEATHERBEE, RAYMOND C (NH outlet) | NORTHEAST TOOLS \& EQUIPMENT, LLC | 643 PEQUAWKET TR | BROWNFIELD | ME | 04010 | 603-344-5033 |
| WECKBACHER, BRANDON J | PINE MEADOW TOOLS, LLC | 46 PORTLAND LN | BROWNFIELD | ME | 04010 | 603-733-8057 |
| WILSON, BARRY A | BARRY A. WILSON TOOL CO., INC. | 77 SANDBAR RD | WINDHAM | ME | 04062 | 207-632-4023 |
| WILSON, BARRY A | WILSON \& SON TOOL CO., INC | 77 SANDBAR RD | WINDHAM | ME | 04062 | 207-632-4023 |
| YOUNG, PRESTON |  | 570 BOG RD | VASSALBORO | ME | 04989 | 207-861-2550 |
| ABNER, JEFFREY W | JACK TOOLS \& EQUIPMENT, LLC | 14778 BANGHAM RD | ALBION | Ml | 49224 | 517-499-6673 |
| ANNIS, JAMES LEE | JIM ANNIS TOOLS LC | 6632 EAST HWY M 89 | RICHLAND | MI | 49083 | 269-207-4208 |
| BEHM, JAMES M | J \& Z TOOLS, LLC | PO BOX 2228 | RIVERVIEW | MI | 48193 | 734-552-8822 |
| BIZZOCCHI, DANIEL PAUL |  | 16325 MILLAR RD | CLINTON TOWNSHIP | MI | 48036 | 313-732-5000 |
| BROWNING, WAYNE VIRGIL | LAKESIDE CO., LLC | 25942 DUTCH SETTLEMENT | DOWAGIAC | MI | 49047 | 269-462-0058 |
| BYARD, TRAVIS W | TBYRD TOOLS LLC | 4260 MELITA RD | STANDISH | MI | 48658 | 989-395-0062 |
| CHAPMAN, JASON W | CHAPMAN TOOLS, LLC | 2551 LAKE DRIVE SE | EAST GRAND RAPIDS | MI | 49506 | 616-889-2054 |
| COUSINO, KENT WILLIAM (OH outlet) | K C TOOLS LLC | 8673 MARY MEADOWS | TEMPERANCE | Ml | 48182 | 419-367-5498 |
| DANIELS, ERIC R | M \& B TOOLS LLC | 4010 STONE POST RD | NEWPORT | Ml | 48166 | 734-642-5088 |
| DELEON, BERT C | BERTMAN TOOLS, LLC | 14341 JEEPERS RIDGE | GREENVILLE | MI | 48838 | 616-835-1533 |
| DERDERIAN, RONALD CRAIG | R \& D TOOL, INC | 7018 N VERNON ST | DEARBORN HEIGHTS | MI | 48127 | 313-310-5293 |
| DINKOLLARI, DESART | EAGLES TOOLS DISTRIBUTION LLC | 33540 HARVARD AVE | WESTLAND | MI | 48186 | 734-658-0123 |
| DZIESINSKI, BRADLEY D | DZIESINSKI TOOLS LLC | 851 W PICKARD RD | MOUNT PLEASANT | Ml | 48858 | 989-255-7760 |
| EPKER, BRENDON T | EPKER TOOLS L.L.C. | 4609 REDWING CT SW | GRANDVILLE | MI | 49418 | 847-404-6064 |
| EPKER, MICHAEL C | CGC TOOLS, LLC | 6808 ALWARD DR | HUDSONVILLE | MI | 49426 | 847-404-4838 |
| FENBY, GERALD W | FENBY TOOLS, LLC | 136 EASTSHORE DR | JEROME | MI | 49249 | 517-214-1217 |
| FLORES, ALI F | FLORES TOOLS LLC. | 3608 MADISON ST | DEARBORN | Ml | 48124 | 313-701-8854 |
| FLORES, ALI F | TOOLS UNLIMITED LLC | 3608 MADISON ST | DEARBORN | MI | 48124 | 313-701-8854 |


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| FLUTY, JOSEPH L | JOE FLUTY LLC | 3567 SEVEN MILE RD | BAY CITY | MI | 48706 | 989-992-1757 |
| GALLANT, GRANT D | GALLANT, LLC | 777 HENDRIE BLVD | BAY CITY | MI | 48706 | 989-280-2651 |
| GEHRKE, MATTHEW A | MG REMANUFACTURING, LLC | 4120 W STATION RD | GREENVILLE | MI | 48838 | 616-824-1159 |
| GEHRKE, SAMUEL L | TOOL TYME LLC | 4842 FLICKER DR | SHERIDAN | MI | 48884 | 616-824-1733 |
| GOOD, DAVID EARL |  | 821 OBERLIN RD | GLADWIN | Ml | 48624 | 989-205-2023 |
| HARTSUFF, THOMAS EUGENE |  | 9778 COLEMAN RD | HASLETT | Ml | 48840 | 517-719-5442 |
| HARTSUFF, WILLIAM, GERALD | BILL AND JEANNE'S TOOLS LLC | 10826 KINGSLAND | EATON RAPIDS | MI | 48827 | 517-202-7412 |
| HASS, MICHAEL J (IN outlet) | HASS TOOL SALES, LLC | 7260 5TH ST | EAU CLAIRE | MI | 49111 | 269-281-1898 |
| HATHAWAY, SCOTT A | SCOTT TOOLS LLC | 3250 NORTON RD | HOWELL | MI | 48843 | 517-861-1151 |
| HENDRICK, CHAD S | HENDRICK TOOLS LLC | 43003 MILE RD NE | GRAND RAPIDS | Ml | 49525 | 616-366-5280 |
| HOOD, JOSHUA P | HOOD TOOLS LLC | 3239 INNSBROOK DR | OWOSSO | Ml | 48867 | 517-667-8594 |
| KAISER, STEVEN A | NEXTGEN TOOL SALES LLC | 2681 W AIRPORT RD | HASTINGS | MI | 49058 | 269-760-4026 |
| KEILLOR, MICHAEL HAROLD |  | 1418 NELSON | WHITEHALL | Ml | 49461 | 231-750-0634 |
| KLIEMANN, JAMES M | J \& S TOOLS, LLC | 413 MICHIGAN AVE | BERRIEN SPRINGS | MI | 49103 | 269-357-4554 |
| KOHLHAUS, ROBERT H | RHK SALES AND SERVICE LLC | 2730 US HIGHWAY 131 SW | SOUTH BOARDMAN | Ml | 49680 | 989-817-8799 |
| LAWLER, DAVID A (MI \& OH outlets) | D\&B TOOLS, INC | 424 S MAUMEE ST | TECUMSEH | Ml | 49286 | 734-478-8286 |
| LEHNERT, KURT T | K.L. TOOLS LLC | 9503 JACK PINE DR | WEST OLIVE | MI | 49460 | 616-218-8875 |
| LINTON, ERIC J | KDL TOOLS LLC | 9383 BEERS RD | SWARTZ CREEK | MI | 48473 | 810-247-7489 |
| LONDON, DAVID JACK |  | 607 E SLEIGHTS RD | TRAVERSE CITY | MI | 49684 | 231-620-3862 |
| LUKE, WILLIAM P | LUKE TOOLS LLC | 600 S CHRISTINE ST | WESTLAND | Ml | 48186 | 248-309-7623 |
| LUTE, RICHARD JOHN | R \& K TOOLS, INC. | 781 E HARRISON RD | ALMA | Ml | 48801 | 989-330-2299 |
| MACEWEN, ERNEST WILLIAM | ERNEST W MACEWEN LLC | 11429 ARMSTRONG RD | SOUTH ROCKWOOD | MI | 48179 | 313-550-2491 |
| MAGYAR, GARY MICHAEL | RYEL TOOLS, L.L.C. | 47755 ROYAL POINTE DR | CANTON | Ml | 48187 | 734-732-1457 |
| MARTIN, THOMAS R |  | 749 PATRICIA RD | ALGER | MI | 48610 | 989-915-7059 |
| MARTZ, TRAVIS P | TM TOOLS LLC | 2771 BAYLOR POND CT | HUDSONVILLE | Ml | 49426 | 616-881-1620 |
| MAYO, ALLEN L | SUPERIOR TOOLS LLC | 5000 FRUIT RIDGE AVE NW | GRAND RAPIDS | Ml | 49544 | 616-560-9780 |
| MCCARTER, JAMES M |  | 1870 BAMBY LN | MILFORD | Ml | 48381 | 810-358-5204 |
| MCCRAY, DAVID W |  | 1222 SOUTH MAGRUDDER | SHEPHERD | MI | 48883 | 989-429-7736 |
| METZGER, BRIAN JOHN | METZGER, INC. | 3305 BAUM RD | AUGRES | MI | 48703 | 989-751-5734 |
| MILLER, JOHN W | TOP TECH TOOL SALES LLC | 308 W COTTAGE AVE | SHEPHERD | MI | 48883 | 989-294-3001 |
| MOENING, MARK E | M\&J TOOLS, LLC | 16220 QUAKERTOWN LN | LIVONIA | MI | 48154 | 734-620-1980 |
| MOORE, JAMES B | PATRIOT TOOLS LLC | 11091 HEGEL RD | GOODRICH | Ml | 48438 | 248-310-1446 |
| MOSSMAN, LANCE | MOSSMAN SALES, LLC | 3233 N IRISH RD | DAVISON | Ml | 48423 | 810-964-7446 |


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| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| NEWMAN, AARON L | AARON NEWMAN TOOLS, LLC | 2105 NEWPORT CT | WOLVERINE LAKE | MI | 48390 | 248-504-1966 |
| NICHOLS, JOHN AIKEN (IN outlet) |  | 1840 W RIVER RD | NILES | Ml | 49120 | 574-274-2600 |
| OZOLINS, ERIK H | TOOLWORX LLC | 682 8TH AVE | BYRON CENTER | MI | 49315 | 616-914-4117 |
| PARLBERG, PATRICK A | PATRICK PARLBERG TOOLS, LLC | 1086 WAYNE RD | ALPENA | MI | 49707 | 989-321-1548 |
| PARSHALL, JEFFREY (IN outlet) | J \& S TOOL SALES LLC | 655 HAMMAN RD | READING | MI | 49274 | 517-227-0838 |
| PATTON, DEREK D | D\&R TOOLS LLC | 9374 MAPLE RIDGE DR | NEWPORT | MI | 48166 | 734-552-1102 |
| PERPICH, MICHAEL T | PERPICH CAPITAL GROUP, INC | PO BOX 219 | FIFE LAKE | MI | 49633 | 231-392-6757 |
| PERPICH, THOMAS MICHAEL | PERP CO | 790 N ECKHARDT RD | CENTRAL LAKE | MI | 49622 | 231-313-0850 |
| PYKE, DONALD HERBERT |  | 58633 CHRISTOPHER RD | RAY | Ml | 48096 | 586-855-1252 |
| QUINN, JOHN ARTHUR (MI outlet) | JOHNNY'S TNT, LLC | 8778 SCHROEDER RD | OTTAWA LAKE | MI | 49267 | 419-392-8665 |
| QUIST, ROGER D | ELASAR TOOLS LLC | 30533 29TH ST | PAWPAW | Ml | 49079 | 269-303-5309 |
| RAAD, JOHN LOUIS | JOHN L RAAD LLC | 17374 MILLAR RD | CLINTON TOWNSHIP | Ml | 48036 | 586-615-2315 |
| RAAD, JOHN LOUIS | R \& J TOOL CORPORATION | 17374 MILLAR RD | CLINTON TOWNSHIP | MI | 48036 | 586-615-2315 |
| RAAD, JOHN S | JOHN'S TOOLS LLC | 17374 MILLAR RD | CLINTON TOWNSHIP | Ml | 48036 | 586-405-1668 |
| RINKE, ROBERT C | ROBERT C RINKE LLC | 5100 ROCHESTER RD | DRYDEN | MI | 48428 | 810-542-0082 |
| RIZZOLO, LOUIS MATTHEW | THE RIZZOLO GROUP, INC | 23344 COUNTY ROAD 375 | MATTAWAN | MI | 49071 | 269-998-2464 |
| SEELEY, BRYCE DALE | BRYCE SEELEY, INC | 6499 WESTLAKE DR | ELMIRA | Ml | 49730 | 989-370-0515 |
| SHREVE, DOUG |  | 1472021 MILE RD | MARSHALL | MI | 49068 | 269-317-7421 |
| SIDERS, ETHAN J | SIDERS TOOLS LLC | 6204 LARCH TR | LAKE | Ml | 48632 | 810-938-5700 |
| SIGMANN, EDWARD C | SIGMANN TOOLS LLC | 6398 EAST HOLLY RD | HOLLY | MI | 48442 | 248-310-1814 |
| SIUDA, DANIEL M | AAC TOOLS LLC | 1359 VALLEY AVE NW | GRAND RAPIDS | Ml | 49504 | 231-510-4711 |
| SMALLEY, AARON C | SMALLEY TOOLS, INC | 3675 PURDY RD | BAD AXE | MI | 48413 | 989-395-0016 |
| SNYDER, DANIEL PAUL |  | 8748 EASTERN AVE SE | BYRON CENTER | MI | 49315 | 616-291-2817 |
| SOSS, BRYAN W | B S TOOLS LLC | 13174 LOGAN RD | MANCHESTER | Ml | 48158 | 419-376-4077 |
| SPAINHOWER, TERRY LEE |  | 11365 O DELL RD | LINDEN | MI | 48451 | 810-459-2988 |
| STACY, DENNIS PATRICK |  | 5135 GREEN ARBOR DR, BOX 502 | GENESEE | MI | 48437 | 810-516-7991 |
| STEPKA, BRIAN L | BURNER'S TOOLS L.L.C. | 235 N STATE ST | ZEELAND | MI | 49464 | 616-218-0053 |
| TAYLOR, TODD ALLEN |  | 2541 N LAKE PLEASANT RD | HILLSDALE | MI | 49242 | 517-320-0032 |
| TESSMAN, WAYNE W | TESSMAN \& COMPANY, INC. | 1890418 MILE RD | LEROY | Ml | 49655 | 231-878-6406 |
| TIMMERS, WILLIAM LOUIS | B \& LTOOLS, LLC | 42803 MILE RD NE | GRAND RAPIDS | MI | 49525 | 616-437-6639 |

Franchisees as of January 1, 2022

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| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| WELLMAN, RANDALL K | WELLMAN TOOLS, LLC | 3410 LYONS RD | LYONS | MI | 48851 | 517-526-2807 |
| WILCOME, DAVID KEITH |  | 29580 OLD NORTH RIVER RD | SELFRIDGE ANGB | MI | 48043 | 313-570-8935 |
| WILLIAMS, ANDREW T | 808 MOTORSPORTS LLC | 402 RADISSON DR | MARQUETTE | MI | 49855 | 906-869-6724 |
| WILLIAMS, DAVID E | DAVE'S TOOLS, LLC | 20879 WEST BURT ROAD | BRANT | MI | 48614 | 810-240-8604 |
| WOODS, ROBERT BLAKE | BW TOOLS LLC | 4217 PHILLIPS | METAMORA | MI | 48455 | 810-691-5033 |
| YURKOVICH, DAVID D | D \& M TOOLS LLC | 29331 TAMARACK DR | FLAT ROCK | MI | 48134 | 734-231-2586 |
| ABRAHAM, ERIC ALLEN | ABRAHAM'S TOOLS, LLC | 19670 ORCHID ST NW | ANOKA | MN | 55303 | 612-816-4327 |
| ADAMIETZ, PATRICK J | A TO Z TOOLS LLC | 5108 ELEANOR LN | MINNEAPOLIS | MN | 55429 | 763-670-8965 |
| ALFORDS, TIMOTHY SCOTT | ALFORDS TOOLS LLC | 27933 112TH STREET | ZIMMERMAN | MN | 55398 | 763-300-8584 |
| BLACKKETTER, DANIEL F | BLACKWATER TOOLS LLC | 629 COUNTY RD 10 NW | WATERTOWN | MN | 55388 | 612-245-5384 |
| COUCH, GARY GORDON | TOOL DOCTOR, INC | 11401 STONERIDGE CIRCLE | DAYTON | MN | 55327 | 612-386-3013 |
| DEMARS, JASON E |  | 3671 HAMLET AVE N | SAINT PAUL | MN | 55128 | 612-203-3626 |
| DOBESH, ROBB PAUL | WESTSIDE TOOLS LLC | 8609 TRISTA LANE EAST | SAINT BONIFACIUS | MN | 55375 | 612-701-0003 |
| DOYLE, JEFFREY T |  | 26952 VASSAR ST NE | STACY | MN | 55079 | 763-250-0255 |
| ERICKSON, STEVEN C | ERICKSON TOOL COMPANY LLC | 13186 WOODCOCK BLVD | SPICER | MN | 56288 | 320-979-1767 |
| ERNHART, BRIAN K | ERNHART TOOL SALES LLC | 540 PARK ST EAST | NEW GERMANY | MN | 55367 | 612-205-6611 |
| ESTABROOK, TOD A | TAE TOOLS LLC | 315 4TH STREET SW | RED LAKE FALLS | MN | 56750 | 218-452-8030 |
| EVANS, JOSHUA N | TECHTOOLS L.L.C. | 304 7TH ST SE | HAYFIELD | MN | 55940 | 507-208-3259 |
| FIELD, JAMES PATRICK |  | 21770 WAGON WHEEL TRAIL | LAKEVILLE | MN | 55044 | 612-860-5189 |
| FIELDS, ERIC J | USA TOOLS LLC | 19035 FILLMORE ST NE | EAST BETHEL | MN | 55011 | 612-309-4953 |
| GULDENAAR, RUSSELL ERIC | RG TOOLS LLC | 1818 243RD AVE NW | ST FRANCIS | MN | 55070 | 763-300-9398 |
| HANEY, JAMES MICHAEL | JMH TOOLS, LLC | 7135 LOWER 170TH CT W | ROSEMOUNT | MN | 55068 | 651-755-0826 |
| HANSON, WILLIAM J | MINNESOTA VALLEY TOOLS, INC | 349 EAST SCHLIEMAN AVE | APPLETON | MN | 56208 | 320-297-0768 |
| HINCK, CALEB R | HINCK ENTERPRISE, LLC | 2324 COUNTY RD 102 NE | EYOTA | MN | 55934 | 507-273-7277 |
| HOKANSON, MARK P | MPH TOOLS, LLC | 38946 YORKSHIRE RD | SAUK CENTRE | MN | 56378 | 320-429-5107 |
| JENNEN, JEROME MICHAEL |  | 17628 250TH ST | FERGUS FALLS | MN | 56537 | 218-639-0901 |
| JUDD, ANTHONY K |  | 4132 HIDDON POND TRAIL NE | PRIOR LAKE | MN | 55372 | 612-578-4656 |
| KALINA, NEAL EDWARD | KALINA TOOL SERVICE LLC | 10465 275TH AVE | LOWRY | MN | 56349 | 320-815-4149 |
| LINDERHOLM, ANDREW W ** | LINDERHOLM TOOLS INC. | 723 CALDER AVE SE | BUFFALO | MN | 55313 | 952-956-2788 |
| MATSON, THOMAS R | MATSON HOLDINGS, INC. | 3908 COUNTY ROAD 30 SW | WAVERLY | MN | 55390 | 952-457-9976 |
| MCAFEE, JAMES PATRICK | JPM TOOLS LLC | 16468 2ND ST N | LAKELAND SHORES | MN | 55043 | 651-303-8649 |
| MCINTYRE, AARON J | R.A.M. TOOLS LLC | 13155 MARTIN ST NW | MINNEAPOLIS | MN | 55448 | 612-306-2767 |
| MILLAR, JEFFREY LEE (ND outlet) |  | 38858 265TH ST SW | FISHER | MN | 56723 | 218-779-3522 |
| MILLER, PAUL RONALD | MILLER TIME TOOLS LLC | 39177 190TH STREET | GREEN ISLE | MN | 55338 | 612-756-4556 |


| INDIVIDUAL FRANCHISEE OR PRINCIPAL OWNER | FRANCHISEE ENTITY | ADDRESS | CITY | STATE | $\begin{gathered} \text { ZIP } \\ \text { CODE } \end{gathered}$ | PHONE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| MILLER, WADE CHARLES | NOPANS LLC | 974 135TH ST SW | PILLAGER | MN | 56473 | 612-518-9990 |
| MOES, SHAWN M | M4 TOOLS LLC | 59706 205TH STREET | LITCHFIELD | MN | 55355 | 612-720-3551 |
| MOTSCHENBACHER, BRENT JON | TURBOS TOOLS LLC | 403 W PRAIRIE AVE | ELIZABETH | MN | 56533 | 218-849-1470 |
| QUARNSTROM, DEAN A | DQ TOOLS LLC | 7090 330TH TRAIL | STACY | MN | 55079 | 763-219-3828 |
| RADECKI, RICK WANYE |  | 7217 CARTISIAN AVE N | BROOKLYN PARK | MN | 55428 | 612-701-7627 |
| ROBERTSON, JOSEPH E ** | TEUFEL'S TOOLS LLC | 844 POPLAR DR SE | KIMBALL | MN | 55353 | 612-203-0892 |
| ROBINSON, JORDAN L ** | ROBINSON FAMILY TOOL'S L.L.C. | 168 CEDAR ST SE | MAZEPPA | MN | 55956 | 507-272-9412 |
| SCHULTZ, BRANDON L | THE TOOL TECH LLC | 3743 50TH AVE SE | ROCHESTER | MN | 55904 | 507-951-9734 |
| SHERMAN, THOMAS WILLIAM | SHERM'S TOOLS, INC. | 25835 TUCKER RD | ROGERS | MN | 55374 | 612-232-2460 |
| SIPPEL, JAY D |  | 507 S PASSAGE SW | ISANTI | MN | 55040 | 651-815-5109 |
| STAHL, MICHAEL JOSEPH |  | 10523 CHESTNUT CIR | CHAMPLIN | MN | 55316 | 612-408-2430 |
| STEIN, ALEXANDER J | AJS TOOLS LLC | 21986 181ST ST NW | BIG LAKE | MN | 55309 | 763-443-0038 |
| STEIN, JEFFREY GEORGE |  | 670 BENTON ST | ANOKA | MN | 55303 | 763-442-9457 |
| TARRENCE, JOSHUA L |  | 513 RED APPLE DR | LA CRESCENT | MN | 55947 | 507-459-4310 |
| TAYLOR, NEIL E | TAYLOR TOOLS LLC | 15544 60TH AVE SOUTH | GLYNDON | MN | 56547 | 701-361-1068 |
| ULRICH, DAVID J | BRADLEY VENTURES LLC | 414 UNION ST | MANKATO | MN | 56001 | 507-381-9482 |
| VERHELST, GREGORY J | VERHELST TOOLS LLC | 360 6TH ST | LAFAYETTE | MN | 56054 | 507-829-0340 |
| WOLF, BRADLEY J | B.J.W. TRUCKING INC. | 2014 MEADOW ST | COLOGNE | MN | 55322 | 952-913-2793 |
| BAYSINGER, ROBERT B | BAYSINGER TOOLS LLC | 177 COUNTY ROAD 790 | ELLINGTON | MO | 63638 | 573-604-2024 |
| BECERRA, BRENTON M |  | 5109 FREDERICK AVE | SAINT JOSEPH | MO | 64506 | 816-244-0152 |
| BENCH, BRIAN L |  | 807 SOEST RD | ROLLA | MO | 65401 | 573-694-6853 |
| BROWN, DARYL RAY | DARYL BROWN'S TOOLS LLC | 1770 DERHAKE RD | FLORISSANT | MO | 63033 | 314-952-2774 |
| CARL, STEVEN G | S\&S TOOLS LLC | 23560 MIDDLE DR | SAINTE GENEVIEVE | MO | 63670 | 573-760-6148 |
| CHAMBERS, ADAM M | CHAMBERS TOOLS, LLC | 3739 S FOREST AVE | SPRINGFIELD | MO | 65807 | 417-493-8093 |
| COBB, DANIEL C | COBB TOOL SALES, LLC | 317 HIGHWAY JJ | HIGH HILL | MO | 63350 | 636-359-1945 |
| COLE, JEFFREY D |  | 1145 SHADY PINE LANE | JOPLIN | MO | 64801 | 417-437-7905 |
| CRIDER, MARK A | CRIDER TOOLS, LLC | 121 E 2ND ST | WASHINGTON | MO | 63090 | 636-584-3248 |
| DANNENMUELLER, NATHAN E | NATEMAN TOOLS, LLC | 20369 WILD TURKEY CREEK DR | WARRENTON | MO | 63383 | 636-544-4102 |
| DAVIS, JEREMIAH J | J DAVIS TOOLS, LLC | 3055 W BOTNER RD | COLUMBIA | MO | 65202 | 636-795-9344 |
| DAVIS, TIMOTHY M | T. DAVIS, LLC | 517 CHELE DR | SAINT CHARLES | MO | 63304 | 314-303-6247 |
| DENT, JASON D | JD TOOLS, LLC | 150 OLD WELL LANE | KIRBYVILLE | MO | 65679 | 417-294-0650 |
| DIETIKER, JOHN M | JMD TOOL SERVICE, LLC | 5009 ROSA AVE | SAINT LOUIS | MO | 63109 | 314-873-8980 |
| ELLIOTT, MICHAEL LYNN | MIKE ELLIOTT INC | PO BOX 274 | POTOSI | MO | 63664 | 314-369-5716 |
| FRY, JAMES W | JIM FRY THE TOOL GUY LLC | 307 NW 601ST RD | CLINTON | MO | 64735 | 816-680-8338 |

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| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| GIBSON, MATTHEW D | MATTHEW GIBSON INC | 10213 EMPIRE RD | MINERAL POINT | MO | 63660 | 573-747-7686 |
| GOMEZ, CHRISTOPHER S | GO-GO TOOLS, INC | 26 BIG OAK DR | SAINT PETERS | MO | 63376 | 314-779-5807 |
| GUFFEY, CHAD | GUFFEY TOOLS \& EQUIPMENT LLC | 3333 HWY 24 W | HUNTSVILLLE | MO | 65259 | 660-651-0786 |
| HANNA, MARK DWAYNE |  | 10175 STATE RT C | SAVANNAH | MO | 64485 | 816-390-2389 |
| HEINLEIN, JERROD G | OZARK TOOLS LLC | 6328 RED BARN RD | OSAGE BEACH | MO | 65065 | 405-558-1117 |
| HEMME, KENT DERRICK | KENT HEMME TOOL SALES, LLC | 30709 E 38TH STREET | GRAIN VALLEY | MO | 64029 | 816-616-2580 |
| HOEFER, WYMAN | HOEFER HANDTOOLS LLC | 404 COOK AVE | CHAFFEE | MO | 63740 | 573-986-8788 |
| HOUSE, NICKOLAS D | BRICK HOUSE TOOLS LLC | 807 N LAYNE DR | MALDEN | MO | 63863 | 573-281-8076 |
| HUBBARD, MICHAEL G | MH TOOL SALES LLC. | 145 ROYALLPRAIRIE LN | O FALLON | MO | 63368 | 314-616-5550 |
| IAGUESSA, ANTHONY A | TOOL TIME TONY INCORPORATED | 386 SHORES PKWY | ROGERSVILLE | MO | 65742 | 417-689-2224 |
| KLEOPPEL, RANDOL R (KS \& MO outlets) | RK SALES \& SERVICE, LLC | 5358 GIBSON RD | ODESSA | MO | 64076 | 816-716-8308 |
| KLEOPPEL, TRAVIS J | KLEOPPEL TOOLS LLC | 10229 NE 102ND LN | KANSAS CITY | MO | 64157 | 816-807-6997 |
| KLEOPPEL, WILLIAM B | BK TOOLS, LLC | 411 S 5TH ST | ODESSA | MO | 64076 | 816-517-5799 |
| LONG, STEVEN C | SCL TOOLS, LLC | 9016 E 73RD ST | RAYTOWN | MO | 64133 | 816-718-0399 |
| MANN, PEARCE ROBERT |  | 1 EL CABALLO | WELDON SPRING | MO | 63304 | 314-795-2973 |
| MCVEY, ROBERT L | MCVEY TOOLS \& EQUIPMENT SALES, INC | 3188 ARROWHEAD DR | NEW BLOOMFIELD | MO | 65063 | 660-537-2548 |
| MCWHORTER, TIMOTHY K | T\&D TOOLS, LLC | 5125 N HARVEY LN | SPRINGFIELD | MO | 65803 | 417-224-5516 |
| METZEN, STEVEN MARK | STEVE'S TOOLS, LLC | 8118 N HICKORY DR | COLUMBIA | MO | 65202 | 573-881-0751 |
| MICHEL, TIMOTHY J | MICHEL CONTRACTING, LLC | 11835 STAVE MILL RD | CABOOL | MO | 65689 | 417-293-8529 |
| MILLSPAUGH, STEVEN R | SS SPECIALTY SERVICES LLC | 1119 COUNTY ROAD 469 | JACKSON | MO | 63755 | 573-510-9710 |
| MOORE, BRUCE RICHARD | BRUCE MOORE TOOLS LLC | 1464 NOCHE LANE | FENTON | MO | 63026 | 314-971-1464 |
| MOORE, JERRY DEE |  | 12650 E REMIE RD | CENTRALIA | MO | 65240 | 573-864-5797 |
| MORGAN, BRUCE A | BRUCE MORGAN, LLC | 10371 HARBISON TRL | MINERAL POINT | MO | 63660 | 573-747-6300 |
| NICHOLS, RICHARD R | RDA TOOL COMPANY, LLC | 1817 TISDALE DR | BOONVILLE | MO | 65233 | 660-620-1946 |
| PEARCY, BRENT JEFFREY | BP TOOL SALES, INC | 18175 S OLD ROUTE A | HARTSBURG | MO | 65039 | 573-690-9334 |
| PEARCY, BRENT JEFFREY | B \& R TOOL SALES, LLC | 18175 S OLD ROUTE A | HARTSBURG | MO | 65039 | 573-690-9334 |
| PREFFITT, TYLER M | PREFFITT TOOLS, LLC | 77 SHERIDAN RD | FAIR GROVE | MO | 65648 | 417-299-1062 |
| RHEA, CARL E | CR TOOLS, INC | 7115 N AMES AVE | KANSAS CITY | MO | 64151 | 816-210-8116 |
| RITCHESON, DAVID B | D \& S TOOLS LLC | 204 J I CASE STREET | DIAMOND | MO | 64840 | 417-658-9409 |
| ROBISON, GREGG | ROBISON TOOLS LLC | 8077 VARNER RD | ODESSA | MO | 64076 | 816-591-5875 |
| ROTH, MICHAEL E | M \& J ROTH ENTERPRISES INC. | 1104 E CHESTNUT CT, UNIT A | SAVANNAH | MO | 64485 | 402-679-7425 |
| RUDKIN, RANDY L | RUDKIN TOOL CO, LLC | 13008 E 147TH ST | KANSAS CITY | MO | 64149 | 816-832-6701 |

Franchisees as of January 1, 2022

| INDIVIDUAL FRANCHISEE OR PRINCIPAL OWNER | FRANCHISEE ENTITY | ADDRESS | CITY | STATE | $\begin{gathered} \text { ZIP } \\ \text { CODE } \end{gathered}$ | PHONE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SMITH, WADE NELSON | SMITH TOOL SALES, LLC | 7060 SE RAVEN RD | CAMERON | MO | 64429 | 816-649-8519 |
| SNOWDEN, ERIK P.D. | E S TOOLS LLC | 6341 HARVARD AVE | RAYTOWN | MO | 64133 | 816-255-6206 |
| STEGER, KARL B | KDK TOOLS LLC | 1032 ARBORGATE CT | FENTON | MO | 63026 | 573-480-3372 |
| TAYLOR, JEFFREY L | TAYLOR TOOLS, LLC | 13587 GROUSE LN | LEBANON | MO | 65536 | 417-733-6895 |
| WIEGAND, GUY R | GLORY BOUND LOGISTICS, LLC | 708 WHITE OAK RD | ROGERSVILLE | MO | 65742 | 417-259-1714 |
| YOUNG, JUSTIN C | EDJ TOOLS LLC | 1303 FIELDSTONE TR, \#110 | FENTON | MO | 63026 | 314-939-9291 |
| ZACH, TODD J | BIG GUY TOOLS LLC | 10532 CONCORD SCHOOL RD | SAINT LOUIS | MO | 63128 | 314-583-7652 |
| BROADWAY, CAYCE E | BROADWAY TOOLS LLC | 6050 GETWELL RD | HERNANDO | MS | 38632 | 901-674-5060 |
| COURREGE, BERTRAM O | COURREGE ENTERPRISES LLC | 4000 SANDY HILL LN | KILN | MS | 39556 | 228-806-4499 |
| DAVIS, JOEL VERNON (AR outlet) | JD TOOLS LLC | 4515 HOLLY SPRINGS RD | HERNANDO | MS | 38632 | 901-461-1218 |
| FORMAN, JOHN F | JOHN FORMAN LLC | 1244 HALEY RD | TERRY | MS | 39170 | 601-502-3333 |
| FOSTER, JAMES M | MATTHEW FOSTERTOOLS LLC | 375 COUNTY ROAD 805 | SHANNON | MS | 38868 | 662-322-7452 |
| FRICKER, DONALD SCOTT |  | 15 BUS HWY 7 NORTH | ABBEVILLE | MS | 38601 | 662-816-8938 |
| HAMILTON, JOVIN D | JOVIN'S TOOLS AND EQUIPMENT LLC | 166 COUNTY ROAD 2432 | GUNTOWN | MS | 38849 | 662-322-7782 |
| HAZEL, DONALD K | NWW, INC | 116 ROAD 1350 | TUPELO | MS | 38801 | 662-678-6085 |
| HICKMAN, BRANDON L (TN outlet) |  | 515 E 4TH ST | CORINTH | MS | 38834 | 662-664-0713 |
| HOWINGTON, CURTIS L | L\&J TOOLS LLC | 1370 TIMBERIDGE RD | TERRY | MS | 39170 | 601-754-3252 |
| MIRE, JAMES FRANCIS |  | 39 GREENWOOD PLANTATION RD | NATCHEZ | MS | 39120 | 601-431-3799 |
| MURRAY, SHELBY DEAN |  | 800 NEWIT-VICK DR | VICKSBURG | MS | 39183 | 601-218-0262 |
| PARKER, GARY DANIEL | PARKER TOOLS LLC | 194 BURNTBRIDGE RD | ELLISVILLE | MS | 39437 | 601-319-7627 |
| PRITCHETT, MARK J | MJP ENTERPRISES, LLC | 13331 COUNTRY LN | BILOXI | MS | 39532 | 228-697-2028 |
| SAUCIER, LARRY EDWARD | LARRY SAUCIER ENTERPRISES, INC. | 18326 PINERIDGE TRL | SAUCIER | MS | 39574 | 228-365-6570 |
| STRANGE, ROBERT GLYNN MS \& TN outlets) | STRANGE TOOLS AND EQUIPMENT LLC | 687 GOLDEN WAY | COLDWATER | MS | 38618 | 901-361-3605 |
| THORNBURG, DEREK V | MAGNOLIA TOOLS \& EQUIPMENT, LLC | 640 OLD HICKORY RD | GRENADA | MS | 38901 | 662-809-7469 |
| TOLBERT, RICHARD LEGRAND |  | 101 ALBERT ST | PETAL | MS | 39465 | 601-307-7627 |
| WEST, GEORGE S | S\&S TOOLS, INC. | 30 ASBURY DR | STARKVILLE | MS | 39759 | 731-514-3770 |
| WILSON, HERSCHEL W | SCREWDRIVER'S TOOLS, LLC | 873 COUNTY ROAD 373 | SHANNON | MS | 38868 | 662-231-0216 |
| BART, ERIC ${ }^{* *}$ | BEST TOOLS LLC | 5619 HAYNES RD | SHEPHERD | MT | 59079 | 559-381-3074 |
| CORBITT, COREY C | C \& L TOOLS, INC. | 4560 DEAL LN | HELENA | MT | 59602 | 406-422-6465 |
| EBERT, MICHAEL SEAN | EBERT TOOL COMPANY | PO BOX 1132 | GREAT FALLS | MT | 59403 | 406-590-0440 |
| EMERSON, CHRISTOPHER V | EMCO TOOLS LLC | 307 EDGEWOOD DR | KALISPELL | MT | 59901 | 406-224-3032 |


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| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FLOYD, GILBERT L | FORGED IN STEEL SOLUTIONS, LLC | 240 GLENHAVEN DR | BILLINGS | MT | 59105 | 406-855-7599 |
| HOPE, RODNEY C | HOPE'S TOOLS LLC | 2223 HILLSIDE DR | MISSOULA | MT | 59803 | 406-210-0121 |
| JAHNER, BRIAN LEE | JAHNER TOOLS, INC | 5816 JAY LN | MISSOULA | MT | 59803 | 406-880-4423 |
| MERRILL, KENT ALAN |  | 1645 MULLAN TR | MISSOULA | MT | 59808 | 406-880-8665 |
| PEASLEY, DEAN R |  | 240 9TH ST EAST, APT 101 | KALISPELL | MT | 59901 | 406-499-0303 |
| POPP, CHARLES TIMOTHY |  | 2494 KOTTAS COURT \#15 | EAST HELENA | MT | 59635 | 406-459-0165 |
| ROMANCHUK, KALVIN C ** | KALVIN ROMANCHUK TOOLS, LLC | 80854 TH ST S | GREAT FALLS | MT | 59405 | 406-781-5896 |
| SIMMONS, DUSTIN M | DMS TOOLS, LLC | 311 SHELTER GROVE CIR | BOZEMAN | MT | 59718 | 406-581-6029 |
| THOMSON, GREG R | TNT TOOLS, INC | 5920 CREEKVIEW | SHEPHERD | MT | 59079 | 406-672-8444 |
| YOUREE, JIMMIE LEE JR. | YOUREE ENTERPRISES, INC. | 2716 ALEXANDER RD | BILLINGS | MT | 59105 | 406-670-4244 |
| AVERY, BRETT N | BA TOOL GUY LLC | 125 LIGHTHOUSE VIEW | AYDLETT | NC | 27916 | 252-457-7150 |
| BEEMER, LAUREN M | LMC TOOLS INC. | 4412 ABBEY PARK RD | KERNERSVILLE | NC | 27284 | 224-430-7408 |
| BONDS, BENNY DALE | S \& B TOOL COMPANY INC | 5409 SOUTH NEW HOPE RD | BELMONT | NC | 28012 | 704-861-7777 |
| BONSIGNORE, WILLIAM J | OH SNAP TOOL COMPANY, INC. | 171 TENNESSEE CIRCLE | MOORESVILLE | NC | 28117 | 704-780-0520 |
| BROWER, CHRISTOPHER M | SNAPPY'S TOOL SALES, LLC | 825 KILDEE CHURCH RD | RAMSEUR | NC | 27316 | 336-215-8268 |
| BRUSAW, NATHAN A | NB TOOLS LLC | 306 RICHMOND DR | JACKSONVILLE | NC | 28540 | 910-330-9209 |
| BYRNES, JAMES E | ADVANTAGE WORKPLACE SERVICES INC | 55 QUELLETTE RD | MILLS RIVER | NC | 28759 | 828-808-2104 |
| CALI, GARY | KID CALI, LLC | 1004 CANTERBURY CT | YOUNGSVILLE | NC | 27596 | 585-329-8665 |
| CAMPBELL, ROBERT L | NOMAD TOOLS LLC | 714 SEA HORSE CIR, UNIT 102 | RURAL HALL | NC | 27045 | 336-995-2599 |
| CREWZ, RANDALL E | TEC TOOLS, INC | 4412 ABBEY PARK RD | KERNERSVILLE | NC | 27284 | 847-366-5649 |
| DAVIS, WAYNE R (SC outlet) | WAYNE R DAVIS TOOLS, LLC | 6918 BIRDSONG LN | WAXHAW | NC | 28173 | 704-564-7960 |
| DEAN, DAVID A | D DEAN TOOLS INC | 175 EARL KIMBER RD | BURLINGTON | NC | 27217 | 336-343-7634 |
| DEAN, JOEL A | J. DEAN TOOLS INC. | 2875 KNOLL TRAIL | GRAHAM | NC | 27253 | 336-343-8105 |
| DEBARTOLO, MICHAELJ | DB TOOLS \& EQUIPMENT, LLC | 272 KENTUCKY DR | CLAYTON | NC | 27527 | 858-380-7782 |
| DOWDY, CHARLES J | ROWDY DOWDY TOOLS LLC | 93 BIG SKY DR | LEICESTER | NC | 28748 | 828-774-9684 |
| DOWDY, JUSTIN R | DOWDYS AUTOMOTIVE LLC | 9414 MACHADO DR | INDIAN TRAIL | NC | 28079 | 704-962-2247 |
| DRESSLER, ANTHONY G | E\&E PERFORMANCE TOOLS LLC | 9008 DAVIS CREEK CT | DALLAS | NC | 28034 | 704-799-5553 |
| DURBIN, CHRISTOPHER L | TOP NOTCH TOOLS L.L.C. | 6200 DONNYBROOK RD | RALEIGH | NC | 27606 | 919-475-4944 |
| ELLER, JACK G |  | 565 ROM ELLER RD | FERGUSON | NC | 28624 | 828-200-5108 |
| ENGER, COREY D |  | 5501 WHISPER CREEK LN | WILMINGTON | NC | 28409 | 919-306-0042 |
| FARNSWORTH, JOHN BRYAN | B\&A TOOL COMPANY, INC | 1649 STONE PINE DR | GASTONIA | NC | 28056 | 704-718-8171 |
| FARRELL, JEFFREY T | PROTECH TOOLS, INC. | 5508 DEER HUNTER CT | GARNER | NC | 27529 | 919-524-1812 |
| GARCIAJUAREZ, DAVID | DG TOOLS INC | 8118 ASHWOOD DR | CHARLOTTE | NC | 28215 | 704-779-9655 |

Franchisees as of January 1, 2022

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| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| GREEN, KYLE MARTIN | LKN TOOLS, INC | 21010 RIO ORO DR | CORNELIUS | NC | 28031 | 704-607-5301 |
| HAMM, MICHAEL LEE | MIKE HAMM ENTERPRISES, LLC | 1422 E MAIN ST PMB159 | LINCOLNTON | NC | 28092 | 828-310-4170 |
| HANSON, JONATHON W | HANSON TOOLS, LLC | 1165 JONES RD | MOUNT ULLA | NC | 28125 | 704-426-9475 |
| HAYDEN, JAMES R | JIM HAYDEN'S TOOL COMPANY LLC | 680 WHITE OAKS RD | MOORESVILLE | NC | 28115 | 910-599-6734 |
| HENDERSON, DARRELL WILLIA | HENDERSON TOOL, INC. | 7624 STONY HILL ROAD | WAKEFOREST | NC | 27587 | 919-610-9797 |
| HERBOWY, KEVIN M | HERBOWY TOOL COMPANY | 11 KING WILLIAM CT | RALEIGH | NC | 27613 | 919-931-7031 |
| HOLLAND, LELAND DANIEL | KYLOSHCOUR TOOLS, INC | 255 BROOM SAGE DR | ANGIER | NC | 27501 | 919-608-1874 |
| HORNER, RANDALL F | HORNER TOOLS AND EQUIPMENT LLC | 4448 N NC HIGHWAY 49 | BURLINGTON | NC | 27217 | 919-360-8419 |
| JOHNSON, YANCY L | FANCY YANCY TOOLS, LLC | 214 SMITH RD | MOUNT HOLLY | NC | 28120 | 980-228-0005 |
| JONES, DALE E |  | 110 W PETTIE SHORE DR | COFIELD | NC | 27922 | 252-209-1044 |
| KALLAM, GREGORY J | GREG'S TOOL SALES INC | 3811 MADISON AVE | GREENSBORO | NC | 27403 | 336-430-1414 |
| KEIM, DERRICK W | DK TOOLS, INC | 103 N PEAVY LN | PIKEVILLE | NC | 27863 | 919-900-0892 |
| KEIM, RICK L | R \& D TOOLS, INC. | 105 N MAIN ST - 126 | LUCAMA | NC | 27851 | 252-363-1222 |
| KELLY, CORIE R | KELLY TOOL COMPANY LLC | 690 SELLARS RD | CAMERON | NC | 28326 | 919-499-3169 |
| KIES, THOMAS L | TARHEEL TOOLS, INC | 585 AMBERGATE PLACE NW | CONCORD | NC | 28027 | 704-488-3310 |
| KING, DENNIS R | CAROLINA TOOL KING, INC. | 144 STARLIGHT LN | MAYSVILLE | NC | 28555 | 910-389-7118 |
| KOTTLOWSKI, BRITTANY E | BEKOTTLOW, INC | 809 PARKWAY BLVD | WILMINGTON | NC | 28412 | 910-515-0451 |
| KOTTLOWSKI, NICHOLAS C (SC outlet) | CAROLINA KOTTLO, INC | 2720 OLEANDER DR | WILMINGTON | NC | 28403 | 910-833-2476 |
| KRITZMAN, TERRY DENNIS | KRITZMAN, INC. | 4507 JAMES CROSSING DR | JAMESTOWN | NC | 27282 | 336-601-6000 |
| KYLANDER, TRAVIS J | TK TOOLS LLC | 2157 HERRON RD | WHITSETT | NC | 27377 | 336-263-7177 |
| LINCOLN, WESLEY E | 4L ENTERPRISE LLC | 225 LAMARR RIDGE LN | FERGUSON | NC | 28624 | 828-773-8540 |
| LINDSEY, TONY D | T D L TOOL SALES LLC | P.O. BOX 658 | LITTLETON | NC | 27850 | 252-326-2361 |
| MERKEL, JEFF A ** | MERKEL TOOL COMPANY, LLC | 114 TEROSS LN | TROUTMAN | NC | 28166 | 704-491-3702 |
| MESSIER, NORMAN J | NJM III, INC | 3218 MOUNTAIN CREEK DRIVE | SHERRILLS FORD | NC | 28673 | 860-450-9159 |
| MILLER, ADAM L | A \& M TOOLS INC | 8109 ROBINCREST CT | FUQUAY VARINA | NC | 27526 | 919-805-0006 |
| MONROE, JAMES R | JRM TOOLS, LLC | 211 FALLINGCREEK DR | ADVANCE | NC | 27006 | 336-918-3893 |
| ORE, JAMES R | OREMAN ENTERPRISES INC | 472 AMOS RD | MADISON | NC | 27025 | 336-613-6592 |
| OVERMAN, MARK LEE (NC \& SC outlets) | OVERMAN TOOL CO, INC. | 2368 DAVID BAPTIST CHURCH RD | KINGS MOUNTAIN | NC | 28086 | 704-678-6006 |
| POWELL, TIMOTHY HARRIS |  | 227 OAK GROVE CHURCH RD | LAWNDALE | NC | 28090 | 828-429-4425 |
| PRICE, RICKY LEE | EASTERN CAROLINA TOOL CONNECTION, INC. | 209 HUGHES PLANTATION RD | POLLOCKSVILLE | NC | 28573 | 252-671-3328 |
| PRUITT, JEFFREY EUGENE | UNO TOOLS INC. | 562 FRUITLAND RD | HENDERSONVILLE | NC | 28792 | 828-699-1177 |

SOS PERFORMANCE TOOLS, INC A \& D TOOL SALES LLC
OLS TOULS LLC
SMART ENTERPRISES INC
CARTOVER SERVICES, LLC STAMEY TOOLS LLC BDS SOLUTIONS, LLC MNM TOOLS, INC TNT TOOL SALES CO TRIPLE T TOOLS LLC

## TONKIN TOOL \& SUPPLY LLC

J VENTRA TOOLS LLC
WAGERS ENTERPRISES, INC
D \& SW ENTERPRISES INC
WILLCOX TOOL SALES, LLC
ARNOLD SALES AND SERVICE, INC
MIKE'S TOOLS, INC
JEH INC
610 1ST AVE NW
8701 MEMORY LANE
717 15TH ST S
1214 2ND ST S
5625 47TH AVENUE SOUTH
7701 NORTHWOOD DR
CENTRAL CITY
CENTRAL CITY
ffective Date of this

SHIVERS \& SHIVERS, INC
5475173 AVE SE
5704 LIBERTY LN

| NE | 68826 | $308-258-2239$ |
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If Additional Fran

| INDIVIDUAL FRANCHISEE OR PRINCIPAL OWNER | FRANCHISEE ENTITY | ADDRESS | CITY | STATE | $\begin{aligned} & \text { ZIP } \\ & \text { CODE } \end{aligned}$ | PHONE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| COWELL, JAMES R | JR TOOLS L.L.C. | 27257 385TH AVE | MONROE | NE | 68647 | 402-750-1196 |
| EGGER, LANCE LEO |  | 6201 SADDLE CREEK TR | LINCOLN | NE | 68523 | 402-730-0174 |
| EKELER, MATTHEW A | EKELER TOOLS LLC | 1517 H ST | GENEVA | NE | 68361 | 402-759-1691 |
| FRESQUEZ, ANTHONY J.D. | BIG BOY TOOLS \& SERVICE, LLC | 501 LOOFBORROW ST | RUSHVILLE | NE | 69360 | 308-360-2777 |
| KAISER, BENJAMIN D | KAISER TOOLS, LLC | 2404 KEATON CT | DENTON | NE | 68339 | 402-979-1923 |
| KOHLE, RYAN J | KOHLE TOOLS, INC. | 46895 US HWY 20 | STUART | NE | 68780 | 402-340-5537 |
| KULHANEK, LOWELL JOHN |  | 708 S SCOTT LN | LEXINGTON | NE | 68850 | 308-325-0076 |
| LAGE, JACOB D | LAGE TOOLS LLC | 9205 COUNTY ROAD 9 | ARLINGTON | NE | 68002 | 402-669-2959 |
| LAKEY, ERIC L | BIG RED TOOLS, LLC | 234 W 7TH ST | IMPERIAL | NE | 69033 | 308-414-1154 |
| LEGGE, JAMES A (IA outlet) | LEGGE'S TOOLS ON WHEELS, INC | 1345 GRANT ST | BLAIR | NE | 68008 | 402-889-1319 |
| LEUCK, KYLE D | LEUCK'S TOOL SERVICE, LLC | 151 W 8TH ST | WAHOO | NE | 68066 | 402-206-3012 |
| LINGENFELTER, GALE L | 10MM TOOL SALES, INC. | 16600 HICKMAN RIDGE RD | ROCA | NE | 68430 | 402-440-0497 |
| MCCARRAHER, BRIAN D | BRIAN'S TOOL SALES, LLC | 4253 SHANNA ST | GRAND ISLAND | NE | 68803 | 308-390-5734 |
| MOORE, GREGORY CASE | GIMME MOORE TOOLS, INC | 2920 S WILLOW ST | NORTH PLATTE | NE | 69101 | 308-530-0156 |
| PENNE, ADAM J | PENNE TOOLS, LLC | 31158 SANDER CIR | COLUMBUS | NE | 68601 | 402-270-2566 |
| PORTER, ROBERT D | PORTERS TOOL SHACK, INC. | 4320 PRAIRIE RD | FREMONT | NE | 68025 | 402-594-3623 |
| PRATHER, DANIEL A (SD outlet) | PRATHER TOOLS, LLC | 1608 GOLDENBERRY DR | NORFOLK | NE | 68701 | 402-992-2486 |
| RASMUSSEN, THOMAS FRED | T \& A TOOLS, INC | 4806 STEAVENSON LOOP | BLAIR | NE | 68008 | 402-660-8171 |
| RAY, JARED G | JRAYS TOOLS, INC | 520 COUNTY ROAD 43 | TEKAMAH | NE | 68061 | 402-660-6335 |
| REINKE, PHILLIP M | R3T TOOLS LLC | 33040 US HIGHWAY 77 | BEATRICE | NE | 68310 | 402-806-5612 |
| RICHARDS, TERRY ROSS | TR'S TOOL SERVICE LLC | 5800 W YANKEE LAKE RD | DENTON | NE | 68339 | 402-525-6995 |
| RODGERS, DAVID WILLIAM | D ROD ENTERPRISES, INC. | 1955 DIXIE TR | LINCOLN | NE | 68527 | 402-430-4206 |
| SCHEUFFELE, JUSTIN ROBERT | J \& A TOOLS, INC | 5720 WEST 67TH STREET | KEARNEY | NE | 68845 | 308-440-4332 |
| SCHLEU, ROCKI JAN | AUTO TOOLS, INC | 6210 S 109TH ST | OMAHA | NE | 68137 | 402-669-8665 |
| THOMAS, JEFF DALE | JSARA TOOLS, LLC | 415 SOUTH SMITH AVE | KENESAW | NE | 68956 | 402-984-8543 |
| WOLF, JAMES R | WOLF TOOLS, LLC | 83649 550TH AVE | NORFOLK | NE | 68701 | 402-540-4303 |
| BARTHOLOMEW, CHRISTOPHER | CB TOOLS LLC | 41 HOLMESWOOD DR | SANDOWN | NH | 03873 | 603-969-2165 |
| BERTHIAUME, JEFF (MA outlet) | JEB TOOLS, LLC | 29 BATES RD | MERRIMACK | NH | 03054 | 978-375-2598 |
| BOUCHARD, TYLOR P | BOUCHARD TOOLS LLC | 151 MAIN ST | BELMONT | NH | 03220 | 603-630-6963 |
| BRESCIANO, PAUL JOSEPH (MA outlet) | PJB LLC | 93 MOOAR HILL RD | HOLLIS | NH | 03049 | 978-815-1771 |
| CARLIN, JEREMY D | JDC TOOLS LLC | 186 KARL GORDON RD | ALEXANDRIA | NH | 03222 | 603-455-6611 |
| CLIFFORD, SHAUN P | CLIFFORD TOOLS LLC | 2285 NH ROUTE 175 | THORNTON | NH | 03285 | 603-213-2683 |
| COREA, CHRISTOPHER M | CHRISTOPHER COREA TOOLS, LLC | 23 WILLOW ST | PELHAM | NH | 03076 | 603-235-4765 |

Franchisees as of January 1, 2022

| INDIVIDUAL FRANCHISEE OR PRINCIPAL OWNER | FRANCHISEE ENTITY | ADDRESS | CITY | STATE | $\begin{gathered} \text { ZIP } \\ \text { CODE } \end{gathered}$ | PHONE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| CRAMPTON, KEVIN M (MA outlet) | KM TOOLS LLC | 14 UPLAND RD | ATKINSON | NH | 03811 | 978-729-7677 |
| DESTROISMAISON, JASON (MA outlet) | DESTROISMAISON TOOL COMPANY, INC | 6 DEBBIE DR | PELHAM | NH | 03076 | 603-809-2970 |
| ELLIS, KEVIN | KEVIN ELLIS, LLC | PO BOX 436 | LEBANON | NH | 03766 | 603-448-7751 |
| GARDNER, IAN J | LAKES REGION TOOLS L.L.C. | 214 MEREDITH NECK RD | MEREDITH | NH | 03253 | 603-455-3085 |
| GUAY, MARCEL B | MKG ENTERPRISES LLC | 10 BARNARD RIDGE RD | MEREDITH | NH | 03253 | 860-982-4634 |
| KNAPP, DEREK S |  | 44 NORTH RD | DEERFIELD | NH | 03037 | 603-819-9717 |
| LADEAU, DONALD J | SNAP-TECH SERVICES LLC | 71 HARTFORD BROOK RD | DEERFIELD | NH | 03037 | 603-340-0924 |
| LAZEAR, ANDREW S | JOA TOOLS, LLC | 7 TYLER DR | GOFFSTOWN | NH | 03045 | 850-529-3567 |
| LAZEAR, ANDREW S | A \& J TOOLS, LLC | 7 TYLER DR | GOFFSTOWN | NH | 03045 | 850-529-3567 |
| LEBLANC, DAVID D |  | PO BOX 85 | SPRINGFIELD | NH | 03284 | 603-748-9281 |
| LEMPKE, RICHARD A | RAL TOOLS, LLC | 23 COLONY BROOK LN | DERRY | NH | 03038 | 603-490-3046 |
| LOISELLE, KEITH | KRL ENTERPRISES LLC | 852 BOROUGH RD | PEMBROKE | NH | 03275 | 603-234-6024 |
| LOUNSBURY, ERIC R | RBB TOOLS LLC | 1212 PROVINCE RD | BARNSTEAD | NH | 03218 | 603-724-1206 |
| NOYES, CORY P | LAKE VIEW TOOLS AND EQUIPMENT LLC | 48 BEAVER LAKE AVE | DERRY | NH | 03038 | 603-404-1671 |
| PINO, STEVEN J | PINO ENTERPRISES LLC | 206 MEREDITH NECK RD | MEREDITH | NH | 03253 | 603-455-1936 |
| PRECOURT, GREGORY J (MA \& VT outlets) | PRECOURT ENTERPRISES LLC | 62 SULLIVAN RD | KEENE | NH | 03431 | 603-477-4966 |
| QUERCI, JOSEPH | TOOLS 4 U, INC. | 15 SPRING BROOK DR | HAMPSTEAD | NH | 03841 | 978-815-1585 |
| RYLL, KEVIN E (ME outlet) | PATRIOT TOOLS LLC | 243 OLD ROCHESTER ROAD | SOMERSWORTH | NH | 03878 | 603-969-5987 |
| SCHULTZ, SHAWN M | SS TOOLS, INC. | 121 POST RD | NORTH HAMPTON | NH | 03862 | 603-502-1955 |
| SEPESSY, DOUGLAS A (MA outlet) | TIGER, LLC | 29 FRANCIS AVE | HOOKSETT | NH | 03106 | 603-562-9684 |
| SEPESSY, HENRY L | HS TOOL SALES LLC | 41 DOW RD | EPSOM | NH | 03234 | 603-731-9410 |
| SWANTON, DAVID R (MA outlet) | DS TOOLS INC | 4 MOULTON DR | EAST HAMPSTEAD | NH | 03826 | 978-375-7496 |
| VANCE, SHELBY S | SSV TOOLS LLC | 414 JOPPA HILL RD | BEDFORD | NH | 03110 | 603-345-0674 |
| WHITE, VINCENT R | VRW TOOLS, LLC | 68 PEASLEE RD | MERRIMACK | NH | 03054 | 603-494-8045 |
| WINTERS, JOSEPH L | WINTERS TOOL SALES, LLC | 44 MIDDLE RD | HANCOCK | NH | 03449 | 603-547-0697 |
| WOODWARD, CHRISTOPHER A |  | 16 WATSON RD | EXETER | NH | 03833 | 603-499-6887 |
| ZAWISZA, STEPHEN A | S\&S TOOLS, LLC | 518 OLD SHAKER RD | LOUDON | NH | 03307 | 603-731-6254 |
| ACEVEDO, CHRISTOPHER A |  | 23 ANDERSON AVE | WALLINGTON | NJ | 07057 | 201-704-0176 |
| ALLEN, DOUGLAS L |  | PO BOX 5196 | WEEHAWKEN | NJ | 07086 | 201-725-5000 |
| ANDOLINO, PETER | PRO TOOLS NJ LLC | 9 KLIMBACK CT | WEST CALDWELL | NJ | 07006 | 973-980-9515 |


| INDIVIDUAL FRANCHISEE OR PRINCIPAL OWNER | FRANCHISEE ENTITY | ADDRESS | CITY | STATE | $\begin{gathered} \text { ZIP } \\ \text { CODE } \end{gathered}$ | PHONE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ARGALAS, BARTON ROBERT |  | 20 GREENVALLEY DR | GREEN BROOK | NJ | 08812 | 908-922-3865 |
| ARLOTTA, NICHOLAS R | PROFESSIONAL TOOLS LLC | 16 NELSON LN | MONTVILLE | NJ | 07045 | 973-747-5453 |
| BARLEY, MICHAEL F | MFB EQUIPMENT SALES LLC | 176 PREAKNESS DR | MOUNT LAUREL | NJ | 08054 | 856-905-0517 |
| BARTO, QUINTON S (PA outlet) | QB TOOLS LLC | 1402 TASKER AVE | HAINESPORT | NJ | 08036 | 609-668-7541 |
| BELOSTOCK, BRANDON S | B\&C TOOLS LIMITED LIABILITY COMPANY | 108 KENNETH LN | NEW EGYPT | NJ | 08533 | 732-620-0312 |
| BELOSTOCK, TYLER C | BSTOCK TOOLS LLC | 88 N NEW PROSPECT RD | JACKSON | NJ | 08527 | 732-904-4708 |
| BENINATO, LOUIS | LB TOOLS LLC | 53 PROTHERO RD | COLTS NECK | NJ | 07722 | 732-598-5980 |
| BOSS, GLENN |  | 124 CENTER ST | POMPTON LAKES | NJ | 07442 | 862-686-1328 |
| BRADY, WILLIAM J | WJB TOOLS LLC | 43 IRONIA RD | RANDOLPH | NJ | 07869 | 973-800-3459 |
| BRENNAN, JOSEPH J |  | 4 BEEKMEER PL | FLANDERS | NJ | 07836 | 201-213-8222 |
| BROOKS, DAVID | DAVE BROOKS TOOLS LLC | 10 DEER TRL | TABERNACLE | NJ | 08088 | 609-685-6964 |
| BUTLER, MICHAELJ | BUTLER TOOLS, LLC | 70 AIRPORT RD | BEDMINSTER | NJ | 07921 | 908-391-4544 |
| CANNATA, SALVATORE A | S \& S TOOLS | 24 KIWI LOOP | HOWELL | NJ | 07731 | 732-299-7677 |
| CASLER, KENNETH | CASLER TOOLS LLC | 64 CENTRAL AVE | POMPTON LAKES | NJ | 07442 | 551-206-6374 |
| CASTANO, DAVID | DESA MOBILE TOOL SALES LLC | 478 TOWNSHIP LINE RD | HILLSBORO | NJ | 08844 | 908-217-6923 |
| CIARDELLA, THOMAS | TAC TOOLS LLC | 4 RAMAPO LN | UPPER SADDLE RIVER | NJ | 07458 | 201-376-2039 |
| CORRIGAN, MICHAEL E | MIKE CORRIGAN TOOLS, LLC | 12 MICHELE BLVD | HOWELL | NJ | 07731 | 732-677-8595 |
| CROUCHGERDES, CHAD A | CMZ TOOLS LLC | 13 WICKLOW DR | TABERNACLE | NJ | 08088 | 609-339-5668 |
| DARGENIO, GENNARO A | GD TOOLS LLC | 627 DEVON ST | KEARNY | NJ | 07032 | 201-674-9756 |
| DELLASALA, MATTHEW G | MATTS TOOLS LLC | 27 ANNAPOLIS DR | MARLTON | NJ | 08053 | 609-929-8937 |
| DEVENNY, WILLIAM A | WAD TOOLS AND EQUIPMENT LIMTED LIABILITY | 111 WEST ORMOND AVE | CHERRY HILL | NJ | 08002 | 856-912-5075 |
| DION, THOMAS M | T.S. TOOLS, LLC | 128 WILLOW GROVE RD | VINCENTOWN | NJ | 08088 | 609-381-1748 |
| DOUGHERTY, THOMAS C | TD ENTERPRISE, LLC | 9 GRENADA LANE | OCEAN CITY | NJ | 08226 | 609-405-1283 |
| DOUMAR, ALBERT L | J \& A TOOLS, INC. | 55 HILLSIDE DR | TOTOWA | NJ | 07512 | 973-332-4777 |
| FOWLER, DOUGLAS PHILIP |  | 63 LARK DR | SOUTH RIVER | NJ | 08882 | 732-239-4123 |
| FRICKE, EDWARD C (NY outlet) | A \& A TOOLS LLC | 275 STUART ST | HOWELL | NJ | 07731 | 917-348-1356 |
| FRYE, RICHARD J | RICHS TOOLS LLC | 12 ELYAR TERRACE | MIDDLETOWN | NJ | 07748 | 908-902-5376 |
| GAIDIS, PAUL J | PJ'S TOOLS LLC | 4704 SPRING STREET | NEPTUNE | NJ | 07753 | 908-433-7127 |
| GERVASIO, FRANCIS J |  | 191 HILLSIDE AVE | BERKELEY HEIGHTS | NJ | 07922 | 908-267-5122 |
| GRIMALDI, DAVID M | DG TOOL SALES LLC | 3268 EVERGREEN LN | SOUTH PLAINFIELD | NJ | 07080 | 201-638-1173 |
| GUARINI, MICHAEL T | S \& B TOOLS LLC | 1910 JACKSONVILLE JOBSTOWN RD | COLUMBUS | NJ | 08022 | 609-209-7660 |


| INDIVIDUAL FRANCHISEE OR PRINCIPAL OWNER | FRANCHISEE ENTITY | ADDRESS | CITY | STATE | $\begin{aligned} & \text { ZIP } \\ & \text { CODE } \end{aligned}$ | PHONE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| HAMWAY, MICHAEL SAMUEL | B \& M TOOL SERVICE LLC | 755 RINGWOOD AVE | POMPTON LAKES | NJ | 07442 | 201-665-5452 |
| HARRISON, TSHOMBA | T \& S TOOLS ENT INC | 11 RIDER COURT | NEWARK | NJ | 07103 | 973-222-3261 |
| HASHER, ALAN |  | 30 WALNUT ALLEY | EDGEWATER PARK | NJ | 08010 | 609-876-1759 |
| HENRY, RICHARD W | RICH HENRY TOOLS LLC | 949 BOUNDARY RD | WENONAH | NJ | 08090 | 856-345-8910 |
| HOFFMAN, ROBERT J | RNS TOOLS LLC | 718 HOWARD AVE | WENONAH | NJ | 08090 | 856-373-2006 |
| HOHNHORST, DANE F |  | 462 BENNETTS MILLS RD | JACKSON | NJ | 08527 | 732-618-2266 |
| JANSON, MICHAEL A | JANSON TOOLS LLC | 1014 MT HOLLY RD | EDGEWATER PARK | NJ | 08010 | 609-534-3613 |
| KEMERY, GLENN S | K \& K TOOL \& EQUIPMENT LLC | 6 RUTLEDGE DR | SICKLERVILLE | NJ | 08081 | 856-718-2058 |
| KILLMEYER, JAMES F | JFK TOOLS, INC. | 111 WOODBERRY DR | EGG HARBOR TOWNSHIP | NJ | 08234 | 609-847-1226 |
| KING, JOHN W | KING TOOL SALES LLC | 1306 AVY ST | HILLSIDE | NJ | 07205 | 973-445-1545 |
| KLEINOT JR, JOSEPH PAUL | JPK JR TOOLS LLC | 231 WILLOW AVE | POMPTON LAKES | NJ | 07442 | 973-809-1027 |
| KNOTHE, DANIEL JAMES |  | 9 CLAUSS AVE | PARAMUS | NJ | 07652 | 201-954-3098 |
| KNOTHE, TIMOTHY D | TK TOOLS LIMITED LIABILITY COMPANY | 485 PULIS AVE | FRANKLIN LAKES | NJ | 07417 | 551-265-9815 |
| KOBESKY, GREGG |  | 915 DEER RUN RD | NEWTON | NJ | 07860 | 973-534-0781 |
| KRAL, JASON R | JRK TOOLS LLC | 315 WILLIAM ST | BOONTON | NJ | 07005 | 862-266-3841 |
| KRUEGER, STEPHEN M | SMK TOOLS LLC | 210 ELMIRA TR | HOPATCONG | NJ | 07843 | 201-317-9639 |
| KUHLMANN, MATTHEW G | MGK TOOLS LLC | 12 JOHNSON TERRACE | MIDDLETOWN | NJ | 07748 | 908-902-8432 |
| LAITE, CHRISTOPHER A | CHRIS TOOLS LLC | 20 PHILLIPS RD | NEWTON | NJ | 07860 | 973-271-7315 |
| LANEVE, MICHAEL R (NY outlet) | LANEVE TOOLS LLC | 108 CONTINENTAL RD | WEST MILFORD | NJ | 07480 | 201-788-0711 |
| LOFFREDO, NICHOLAS R | NRL TOOLS INC | 126 WILLOW GROVE RD | VINCENTOWN | NJ | 08088 | 609-820-1332 |
| MANGANO, MARK S | SAMHOLLY LLC | 523 ARDMORE AVE | PITMAN | NJ | 08071 | 609-970-1363 |
| MCKEE, JOSEPH (PA outlet) | JT TOOLS, L.L.C. | 416 HIGH ST | RUNNEMEDE | NJ | 08078 | 215-669-7702 |
| MENIST, DOUGLAS J | MUNST TOOLS 151 LIMITED LIABILITY CO | 319 BROOKSIDE AVE | WYCKOFF | NJ | 07481 | 201-403-5622 |
| MONTANARO, JACOB C | JCM INDUSTRIES LLC | 50 BRAND RD | TOMS RIVER | NJ | 08753 | 732-948-5949 |
| NAROZNIAK, GREGORY T | GTN TOOLS LLC | 4 GULICK COURT | HILLSBORO | NJ | 08844 | 732-598-6425 |
| NATALE, JOEL A | OCEAN TOOLS LLC | 14 BRITTANY LN | JACKSON | NJ | 08527 | 908-675-6588 |
| PANSA, MICHAEL J | PANZA'S TOOL SERVICE, INC. | 299 FACTORY RD | CEDARVILLE | NJ | 08311 | 856-305-8574 |
| PATEL, AMAR D | PATEL TOOLS, LLC | 29 COLUMBIA CT | NORTH HALEDON | NJ | 07508 | 201-995-3291 |
| PEREZ, WILLIE |  | 102 PLOCH RD | CLIFTON | NJ | 07013 | 973-277-1633 |
| PIEPER, DANIEL L (NY outlet) | S\&D TOOLS LLC | 21 BIRCH RUN DR | PISCATAWAY | NJ | 08854 | 848-702-0093 |
| PIRO, SANTINO | S\&K TOOLS, LLC | 402 MARVIN AVE | HACKENSACK | NJ | 07601 | 201-481-3891 |


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| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| POMERANCE, MICHAEL L | MIKE'S TOOL COMPANY, INC. | 66 COOPER RD | DENVILLE | NJ | 07834 | 973-219-7550 |
| PROVENZANO, FRANCESCO | PROVENZANO TOOL SOURCE LLC | 33 CEDAR DR | ROCHELLE PARK | NJ | 07662 | 201-838-8137 |
| PUENTES, LORENZO W | FIDELIS TOOL SUPPLY LLC | 6 KATHLEEN PLACE | MORRIS PLAINS | NJ | 07950 | 973-202-8428 |
| QUATTROCK, ALEXANDER J | ALEX'S TOOLS \& EQUIPMENT LLC | 702 COLGATE AVE | LANOKA HARBOR | NJ | 08734 | 609-848-4273 |
| REED, PETE |  | 919 SUMMIT AVE | WESTFIELD | NJ | 07090 | 908-456-2045 |
| RINALDI, ANTHONY | S A F A TOOLS LLC | 2 DUNDAR RD | EDISON | NJ | 08817 | 732-887-5163 |
| RINGLER, ROBERT R | RINGLER SERVICES LLC | 118 DALTON ST | ROSELLE PARK | NJ | 07204 | 201-844-4652 |
| RODRIGUES, NUNO G |  | 55 EPPING DR | KENILWORTH | NJ | 07033 | 201-772-7635 |
| RODRIGUEZ, CHRISTIAN | C RODRIGUEZ TOOLS LLC | 751 CYPRESS DR | VINELAND | NJ | 08360 | 609-805-6957 |
| ROSS, CALEB A | C.A.R. TOOLS LIMITED LIABILITY COMPANY | 324 ROCKTOWN LAMBERTVILLE RD | LAMBERTVILLE | NJ | 08530 | 570-977-7026 |
| RUPP, KEVIN S | RUPPY TOOLS LLC | 604 CORNWALL RD | SEWELL | NJ | 08080 | 609-502-9392 |
| SCHWARZ, GARY M | SCHWARZ TOOLS, LLC | 134 TAYLOR AVE | HILLSBORO | NJ | 08844 | 908-392-4281 |
| SHEPHERD, SCOTT F | SO TOOLS LLC | 274 SPRING MILLS RD | MILFORD | NJ | 08848 | 908-303-1906 |
| SHINKAROW, NICHOLAS A | NICK A SHINKAROW TOOLS LLC | 107 WEST ORMAND AVENUE | CHERRY HILL | NJ | 08002 | 609-458-1339 |
| SNELGROVE, MARK A | TRADEMARK TOOL CO. LLC | 27 PHYLLIS LN | FAIRFIELD | NJ | 07004 | 973-865-1698 |
| STONE, MATTHEW L | STONE'S TOOL SALES LLC | 5 PHILLIPS MILLS DR | MIDDLETOWN | NJ | 07748 | 732-921-6508 |
| STORAR, BRANDON C | BRANDON'S TOOL STORAR LLC | 3019 CLOVER AVE | MILLVILLE | NJ | 08332 | 609-892-9137 |
| SZAPKA, BOB |  | 478 MASON PL | PARAMUS | NJ | 07652 | 201-954-3388 |
| SZAPKA, JASON J | JS TOOLS LLC | 100 KILMER RD | MAHWAH | NJ | 07430 | 551-804-9852 |
| TAORMINA, BENEDICT | B \& T TOOLS, INC. | 15 BURD RD | PENNINGTON | NJ | 08534 | 609-209-7013 |
| TOMOSI, STEVEN M | ST TOOLS AND EQUIPMENT LLC | 8 LEE DR | TABERNACLE | NJ | 08088 | 609-234-4572 |
| VANMATER, JOSEPH H |  | 289 EAST HIGHLAND AVE | ATLANTIC HIGHLANDS | NJ | 07716 | 732-757-9980 |
| VANMATER, JOSEPH HOLMES |  | 289 EAST HIGHLAND AVE | ATLANTIC HIGHLANDS | NJ | 07716 | 732-513-2423 |
| VANMATER, SCOTT M | PREFERRED TOOL SERVICE INC | 21 DUNDEE TERRACE | FREEHOLD | NJ | 07728 | 732-856-4882 |
| WEIGEL, ERIC D | EDW TOOLS LLC | 3357 SUNSET LN | LAVALLETTE | NJ | 08735 | 702-885-8178 |
| WEILER, LAURENCE E | WEILER TOOLS LLC | 121 POPLAR AVE | MERCHANTVILLE | NJ | 08109 | 856-630-6328 |
| WOLF, STEVEN M | STEVE'S TOOLS SALES LLC | 2310 S SHORE DR | WILLIAMSTOWN | NJ | 08094 | 908-814-0900 |
| ZEA, JOHN H | JHZ TOOLS LLC | 26 CLAREMONT AVE | CLIFFSIDE PARK | NJ | 07010 | 201-881-6917 |
| ZLYDAK, MICHAEL J | AMZ TOOLS LLC | 106 MEADOW RD | CLARK | NJ | 07066 | 908-296-0538 |
| ADAIR, CORY G | ADAIR AND SONS INCORPORATED | 401 RODEO DRIVE | CLOVIS | NM | 88101 | 575-366-6362 |
| ARANDA, EDWARD R | ARANDA TOOLS \& SERVICE LLC | 301 CAMINO TRES SW | ALBUQUERQUE | NM | 87105 | 505-980-5315 |


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| ARCHULETA, MATTHEW J | TOP NOTCH TOOL SALES LLC | 4207 SUMMIT PARK RD NE | RIO RANCHO | NM | 87144 | 505-401-0740 |
| HALLER, JAMES DWIGHT |  | 1215 SOUTH 5TH ST | TUCUMCARI | NM | 88401 | 575-403-7166 |
| KNIEPKAMP, WARREN F | DESERTKAMP TOOLS LLC | 3 DESERT SPRING | ROSWELL | NM | 88201 | 575-910-7812 |
| MARQUEZ, THOMAS R | MARQUEZ MARKETING, LLC | 21 COUNTY ROAD 5060 | BLOOMFIELD | NM | 87413 | 505-486-3026 |
| MESSENGER, KINZER B | K \& K TOOLS LLC | 714 VALVERDE DR SE | ALBUQUERQUE | NM | 87108 | 505-235-1946 |
| NAVARETTE, RICHARD DOUGLA | RICKY'S TOOLS, LLC | 220 W SILVER | HOBBS | NM | 88240 | 575-399-5906 |
| OROZCO, EDUARDO | EDDIE OROZCO ENTERPRISES, INC. | 2126 TIERRA DE SUENOS | ALAMOGORDO | NM | 88310 | 575-442-6714 |
| PAGELS, MARK F | LLP, INC | 3022 MULE FARM PL SW | ALBUQUERQUE | NM | 87105 | 505-250-0733 |
| PEARSON, BARRY N | ROADRUNNER TOOLS LLC | 27 EAST JACKSON RD | LAKE ARTHUR | NM | 88253 | 575-365-8156 |
| SMITH, DAVID G ${ }^{* *}$ | SMITH ENTERPRISES TOOLS \& EQUIPMENT LLC | 30 EL PASO DR | ALAMOGORDO | NM | 88310 | 402-968-2845 |
| STRICKLAND, CHARLEY R. | C\&M TOOL SALES LLC | 91 VALENCIA RD | PERALTA | NM | 87042 | 505-450-3091 |
| TRADUP, GREGG A | TRADUP TOOLS, LLC | PO BOX 1225 | FLORA VISTA | NM | 87415 | 505-320-5354 |
| ADAMS, ANTHONY J | ADAM'S MOBILE TOOLS, LLC | 7450 TUCKER WILLIAM ST | LAS VEGAS | NV | 89149 | 702-768-0994 |
| ARTEMIS, ANDREW G | ARTEMIS TOOLS, LLC | 4415 DANCING MOON CT | SPARKS | NV | 89436 | 775-745-5853 |
| BARROWS, DILLON W | T3CK LYFE TOOLS LLC | 52 MESA RIVERA ST | HENDERSON | NV | 89012 | 702-785-8778 |
| BAUTISTA, FRANCISCO |  | 5141 CAROL DR | SUN VALLEY | NV | 89433 | 775-843-1191 |
| COLLINS, RICHARD A | UHK ENTERPRISES | 7435 INDIAN SPRINGS DR | SPARKS | NV | 89436 | 775-379-4709 |
| CONROY, JOSEPH R | CONROY TOOLS, LLC | 905 CHERNUS DR | CARSON CITY | NV | 89703 | 775-291-6233 |
| GEIGER, MICHAEL A | GOT TOOLS LLC | 631 N STEPHANIE ST | HENDERSON | NV | 89014 | 702-348-7935 |
| HERD, STEVEN D | SH TOOLS LLC | 731 ROBERTA ALECIA AVE | NORTH LAS VEGAS | NV | 89031 | 702-521-6849 |
| KEEN, DEREK M | KEEN TOOLS LLC | 126 HEXHAM DR | HENDERSON | NV | 89015 | 702-682-5365 |
| LAWRENCE, DAVID GEORGE |  | 4713 ESTATE RANCH ST | NORTH LAS VEGAS | NV | 89031 | 702-768-6532 |
| MACIAS, YSIDRO J |  | 7216 PERIWINKLE DR | LAS VEGAS | NV | 89128 | 702-348-7938 |
| OLDENBURG, AARON T | OLDENBURG TOOLS LLC | 5000 N VALADEZ ST | LAS VEGAS | NV | 89149 | 702-286-7675 |
| PURVIS, ROBERT GLOVER (CO outlet) | ADVANCED ACCESSORIES, LLC | 1864 PAINTED DESERT DR | MINDEN | NV | 89423 | 303-588-8896 |
| REYNOLDS, BEAU R | REYNOLDS TOOLS LLC | 7573 GOLD DR | RENO | NV | 89506 | 707-888-9356 |
| ROCKWELL, DUSTIN K | 3R DISTRIBUTING, LLC | 3358 DUNLIN ST | SPRING CREEK | NV | 89815 | 775-934-5088 |
| RUSKOWITZ, DAVID A | DSR TOOLS, LLC | 2010 S TENAYA WAY | LAS VEGAS | NV | 89117 | 702-491-3283 |
| SAVANT, KEVIN | PERFORMANCE TOOLS PLUS, INC. | 805 LOWER SOUTH FRK, UNIT 7 | SPRING CREEK | NV | 89815 | 775-934-5852 |
| SCHILLING, JOHN A | SCHILLING TOOL SUPPLY LLC | 5150 HACKAMORE LN | STAGECOACH | NV | 89429 | 775-303-6442 |
| SLIFFE, MICHAEL D | SLIFFE ENTERPRISES, INC | 4185 N TOMSIK STREET | LAS VEGAS | NV | 89129 | 702-556-8856 |
| STEWART, MICHAEL RYAN | STEWART TOOLS LLC | 972 FARRIER CT | GARDNERVILLE | NV | 89410 | 775-790-4566 |


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| THEISEN, DANIEL M | THEISEN INDUSTRIES LLC | 936 SANTA HELENA AVE | HENDERSON | NV | 89002 | 702-400-6377 |
| ABRUZZESE, JOSEPH N | JDMJ TOOLS INC | 4 ELLBRIDGE CT | SOUTH SETAUKET | NY | 11720 | 631-871-1566 |
| ACUTI, NATHANIEL |  | 30 NEW ST | PURCHASE | NY | 10577 | 914-924-1061 |
| BATAS, FOTI N | A \& P TOOLS LLC | 1 MOTT PLACE | GLENWOOD <br> LANDING | NY | 11547 | 917-834-0564 |
| BELL, MATTHEW T | MTB TOOLS INC | 140 KOT RD | JOHNSON CITY | NY | 13790 | 607-744-9600 |
| BEST, ROBERT W | NIAGARA USA TOOLS, LLC | 8050 WEST RIVERSHORE DR | NIAGARA FALLS | NY | 14304 | 716-628-8344 |
| BIANCO, RICHARD J | BIANCO TOOL COMPANY, LTD | 506 AVON PL | WEST ISLIP | NY | 11795 | 917-972-6345 |
| BITONDO, STEVEN M (CT outlet) | SMB TOOLS LLC | 24 HILLSIDE TER, APT A | WHITEPLAINS | NY | 10601 | 203-727-8417 |
| BOLLET, JEFFREY BROWN | J.B. TOOL SALES LLC | 11 HICKORY LN | GLEN COVE | NY | 11542 | 516-351-7830 |
| BOLOGNA, DENNIS P | DB TOOLS INC. | 3 LASALLE LN | KINGS PARK | NY | 11754 | 631-433-3071 |
| BOSHART, DOUGLAS | BOSHART'S TOOLS AND EQUIPMENT INC | 25569 BUSH RD | CALCIUM | NY | 13616 | 315-783-1403 |
| BREESE, BART G | LOCKPORT AUTOMOTIVE TOOLS, INC. | 4809 RENASSANCE DR. | LOCKPORT | NY | 14094 | 716-628-0471 |
| BREESE, JAMES E |  | 10 ROYALE DR | FAIRPORT | NY | 14450 | 585-737-9199 |
| BRUNNER, DAVID J | BRUNNER TOOLS LLC | 10092 CLARENCE CENTER RD | CLARENCE | NY | 14031 | 716-912-6114 |
| BURKE, JEFFREY E | TOTALLY TOOL LLC | 58 BYRON WAY | OAKDALE | NY | 11769 | 516-639-3465 |
| BUSCH, STEVEN JAMES |  | 248 MALDEN AVE | PALENVILLE | NY | 12463 | 914-388-0377 |
| CACECI, ROBERT JOHN | SWIFT INDUSTRIES LLC | 37 SUMMERFIELD DR | LAKE GROVE | NY | 11755 | 631-767-7535 |
| CAGGIANO, DAVID D (CT outlet) | CAGGIANO CRANKS CORP | 100 CHATEAU LN, UNIT 42 | HAWTHORNE | NY | 10532 | 914-575-9121 |
| CANEPARO, CLAUDIO (NJ outlet) |  | 38 ARGOW PL | NANUET | NY | 10954 | 845-304-3491 |
| CANNONE, JOHN T | CANNONES TOOLS INC | 89 PARKHURST RD | GANSEVOORT | NY | 12831 | 518-728-1844 |
| CAREY, MATTHEW A | CAREY-ON TOOL SALES, INC | 921 PIXLEY RD | ROCHESTER | NY | 14624 | 585-507-2224 |
| CAREY, MICHAEL G | MGC TOOLS LLC | 859 ATTRIDGE RD | CHURCHVILLE | NY | 14428 | 585-690-4629 |
| CARROLL, BRAD C | CARROLL'S TOOLS, INC. | 5589 WILLIAM ST | LANCASTER | NY | 14086 | 716-474-5492 |
| CATELLO, STEVE P | CATELLO, LLC | 5428 CANAL ST | DURHAMVILLE | NY | 13054 | 315-264-0152 |
| CHASE, EDMOND C | CHASE TOOLS INC | 228 DANIELS DR | WAMPSVILLE | NY | 13163 | 315-762-3826 |
| CLARK, MICHAEL S | CLARK TOOLS, INC | 1325 MCGRAW-MARATHON RD | MARATHON | NY | 13803 | 607-745-8077 |
| CLARKE, ROGER W | CLARKE \& SONS TOOLS LLC | 1 SOMMERSET DR | YAPHANK | NY | 11980 | 631-872-0754 |
| CONWAY, SETH R | CONWAY TOOLS, INC | 630 6TH AVE WEST | EAST NORTHPORT | NY | 11731 | 631-747-3077 |
| COONEY, MATTHEW C | COONEY TOOLS INC. | 17 BARNSTABLE RD | EAST ROCKAWAY | NY | 11518 | 516-322-8116 |
| COOPER, NATHAN L | NATHAN COOPER AUTHORIZED FRANCHISEE LLC | 5896 STATE ROUTE 21 | WILLIAMSON | NY | 14589 | 585-797-4144 |


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| COTE, CHRISTOPHER F | TIME 4 TOOLS INC. | 15 PRIMROSE LANE | EAST AMHERST | NY | 14051 | 716-907-1079 |
| CURCIO, JOHN |  | P O BOX 425 | BALDWIN PLACE | NY | 10505 | 845-742-8611 |
| CURRO, ANDREW J | AJC TOOLS LLC | 6125 STATE ROUTE 46 | DURHAMVILLE | NY | 13054 | 315-813-4933 |
| DACOSTA, ROBERT J | TOOL TRUCK, INC. | 3 HIGH GATE DR | SMITHTOWN | NY | 11787 | 631-484-1592 |
| DARBY, RYAN T | R. DARBY INC. | 3760 STATE ROUTE 9 | PERU | NY | 12972 | 802-310-9040 |
| DAVIS, JIM | JIM DAVIS TOOLS, LLC | 5080 WILLOWBROOK WEST | CLARENCE | NY | 14031 | 716-432-7947 |
| DELBELLO, ROBERT C | TOOL TIME PRO, INC. | 140 APPLE HILL RD | BREWSTER | NY | 10509 | 914-830-3580 |
| DEMARMELS, BRIAN M (NJ outlet) | BD TOOLS LLC | 32 FOLEY RD | WARWICK | NY | 10990 | 845-590-1765 |
| DUCHANO, MICHAEL V | NORTHEASTERN TOOLS LLC | 10 BROOKSIDE DR | WEST MONROE | NY | 13167 | 315-559-9051 |
| FAUGNO, RICKY | RICK'S PRECISION TOOLS INC. | 8 POND ST | POUGHKEEPSIE | NY | 12603 | 203-952-9770 |
| FEHN, STEVEN V | HIGHLAND AUTOMOTIVE MARINE REPAIR SERVIC | 7 DOYLE DRIVE | WAPPINGERS FALLS | NY | 12590 | 914-649-8485 |
| FESTA, JAMES B | AJ'S TOOLS LLC | 228 WESTMINSTER RD | WEST HEMPSTEAD | NY | 11552 | 516-242-1319 |
| FREEMAN, TRAVIS G | FREEMAN'S TOOLS LLC | 5501 FEIGLE RD | LOCKPORT | NY | 14094 | 716-544-5332 |
| FRIGURA, ION M | IMF TOOL CORP | 8910 74TH AVE | GLENDALE | NY | 11385 | 347-515-4254 |
| FUNK, KENNETH R | FUNKY TOOLS, LLC | 1235 MAIN RD | LOCKE | NY | 13092 | 607-423-4212 |
| GAIDA, JOSHUA E | JEG TOOLS INC | 118 TURKEY HILL RD | JEFFERSON | NY | 12093 | 518-528-1827 |
| GEHM, ZACHARY J | ZLG TOOLS INC | 10460 123RD ST | SOUTH RICHMOND HILL | NY | 11419 | 917-455-2041 |
| GERST, JORDAN D | AJ \& L TOOLS INC | 646 PENDELL HILL RD | WHITNEY POINT | NY | 13862 | 607-237-7988 |
| GIFFORD, BENJAMIN S | GIFFORD TOOLS, LLC | 157 DIKEMAN RD | PITTSFORD | NY | 14534 | 585-224-6426 |
| GOC, WILLIAM | WILLIAM GOC TOOLS LLC | 8 ST MARTINS PL | BUFFALO | NY | 14220 | 716-481-0904 |
| GOLDBAND, JASON M | JG TOOLS INC | 195 ELIZABETH AVE | OCEANSIDE | NY | 11572 | 516-369-8828 |
| GREEN, DAVID DANA |  | 5226 COUNTY RD \#1 | RUSHVILLE | NY | 14544 | 585-455-4558 |
| GREVELDING, TIMOTHY C | PRG TOOLS, INC. | 813 COUNTY RTE 10 | PENNELLVILLE | NY | 13132 | 315-256-3318 |
| HAMLIN, SCOTT A | SCOTT HAMLIN, INC. | 641 SNAKEHILL RD | POESTENKILL | NY | 12140 | 518-424-1249 |
| HARDY, RAYMOND M | MARK HARDY TOOLS AND EQUIPMENT, LLC | 59 ALPINE RD | ROCHESTER | NY | 14612 | 585-329-6934 |
| HASSAN, SCOTT W | SCOTT'S TOOLS, INC | 5654 BOWMILLER RD | LOCKPORT | NY | 14094 | 716-830-7636 |
| HAUPT, WILLIAM H | WH TOOL DISTRIBUTION, INC | 86 PERSHING AVE | WYNANTSKILL | NY | 12198 | 518-461-7793 |
| HENKIEL, JEFFREY R | J\&T TOOLS LLC | 115 RICHARDS AVE | VESTAL | NY | 13850 | 607-725-6276 |
| HENNESSEY, JOHN T | HENNESSEY TOOLS OF NORTHERN NEW YORK, LLC | 48398 COUNTY ROUTE 1 | REDWOOD | NY | 13679 | 315-262-7933 |


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| HERNANDEZ, JAFET | JJL TOOLS INC | 20 LAURETTE LN | FREEPORT | NY | 11520 | 516-401-3387 |
| HODGSON, WESTON | GAME CHANGING TOOLS, INC. | 11379 SOUTHARD RD | CATO | NY | 13033 | 315-729-1599 |
| HUDSON, WILLIAM S | HUDSON TOOL SALES, LLC | 976 WEGMAN RD | ROCHESTER | NY | 14624 | 315-491-9310 |
| HULBERT, STEVE | BEST TOOLS FOR YOU LLC | 5322 B STATE ROUTE 3 | MEXICO | NY | 13114 | 315-436-2101 |
| HYZER, MICHAEL B | HYZER TOOLS INC | 67 RIVER GLEN RD | WALLKILL | NY | 12589 | 845-701-3103 |
| INIGUEZ, RYAN P | STRONG ISLAND TOOLS INC | 745 CARYL ST | FRANKLIN SQUARE | NY | 11010 | 516-424-7084 |
| JANUSHESKE, PHILLIP J | SHESKE BOYZ INC | 45 SPRING ST | ADAMS | NY | 13605 | 315-767-7552 |
| KAIN, JEFFREY A | LAMARCA TOOL SUPPLIES, INC | 18 SOUTH PARK AVE | NANUET | NY | 10954 | 845-216-0241 |
| KANTOR, DAVID | DAVID J KANTOR LLC | 5044 BRENON RD | TURIN | NY | 13473 | 315-225-7938 |
| KILROY, JOHN J | JTK DISTRIBUTORS INC | 242 NASSAU BLVD | WEST HEMPSTEAD | NY | 11552 | 516-672-1081 |
| KLEE, THOMAS H. |  | 1162 BEAKMAN RD | HOPEWELL JUNCTION | NY | 12533 | 845-264-4773 |
| KOHLER, BRANDON M (NJ \& NY outlets) | KOHLER ENTERPRISES LLC | 286 POST RD | SLATE HILL | NY | 10973 | 845-597-8599 |
| LANEVE, JOSEPH T (NJ outlet) | JL TOOLS, LLC | 10 MORNING GLORY LN | WARWICK | NY | 10990 | 201-310-0731 |
| LIBERATORE, RYAN D | RSLL INC | 227 TAYLOR RD | MORRIS | NY | 13808 | 607-437-0690 |
| LISCHINSKY, GARY J | VICAMBRI TOOLS INC. | 5 BASS RD | MAHOPAC | NY | 10541 | 914-473-7034 |
| LUCIDO, FRANK W | FRANK'S TOOL \& EQUIPMENT INC. | 702 NASSAU STREET | BELLMORE | NY | 11710 | 516-815-6765 |
| MADERA, JOHN J | LUCA G TRUCKING INC | 4 WARTBURG PL | VALHALLA | NY | 10595 | 914-356-0439 |
| MANGO, TONY |  | 152 PERSONS RD | AMSTERDAM | NY | 12010 | 518-229-3520 |
| MANUKIAN, GEORGE RICHARD |  | 158-28 80TH ST | HOWARD BEACH | NY | 11414 | 718-916-1663 |
| MANUKIAN, STEVEN P | MANUKS TOOLS LLC | 45 WINCHESTER OVAL | NEW ROCHELLE | NY | 10805 | 347-992-6430 |
| MARIANI, CHRISTOPHER A | MARIANI TOOLS LLC | 512 FISHELL RD | RUSH | NY | 14543 | 585-705-2261 |
| MATTISON, KENNETH S (PA outlet) | KSM TOOLS LLC | 409 HICKORY GROVE RD | HORSEHEADS | NY | 14845 | 607-426-2019 |
| MCALISTER, BRIAN TERRY |  | 2147 HILLSIDE AVE | BELLMORE | NY | 11710 | 516-695-3937 |
| MCDONOUGH, THOMAS M |  | 6306 HAPPY VALLEY RD | VERONA | NY | 13478 | 315-941-9038 |
| MCDOWELL, MICHAEL D | MICHAEL MCDOWELL, INC | 31 S LAKEVIEW RD | WYNANTSKILL | NY | 12198 | 518-925-4774 |
| MCKAY, KEVIN JOHN |  | 2826 MANDALAY BEACH RD | WANTAGH | NY | 11793 | 516-776-0134 |
| MCKENNA, JOHN P | JPM TOOL DISTRIBUTORS LLC | 174 SPRING ST | SOUTH SALEM | NY | 10590 | 845-661-3889 |
| MCKENNA, STEVEN R | STEVEN R. MCKENNA LLC | 4847 KASSON RD | SYRACUSE | NY | 13215 | 315-382-7660 |
| MCKINLEY, BRYAN M | MCKINLEY TOOL SALES LLC | 1460 WILSON RD | MACEDON | NY | 14502 | 585-478-7171 |
| MICELI, MICHAEL J | A \& M QUALITY TOOLS, INC. | 50 MAPLE ST | FREWSBURG | NY | 14738 | 716-510-5598 |
| MILLER, BOB |  | 423 AVE OF THE STARS | NORTH BLENHEIM | NY | 12131 | 518-573-0616 |
| MONTEMURRO, ROBERT J |  | 25 VERDI ST | SMITHTOWN | NY | 11787 | 631-807-2846 | is noted next to the franchisee's name, the Additional Franchise was not operational as of year-end 2021.


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| MORAN, WILLIAM H | WHM DISTRIBUTING LLC | 54 ASTOR CT | COMMACK | NY | 11725 | 631-664-5667 |
| MOUAWAD, CHARLES K | KADDO TOOLS AND EQUIPMENT INC | 262 ALGONQUIN BEACH RD | AVERILL PARK | NY | 12018 | 518-813-3083 |
| MOZA, THOMAS A | MOZA ENTERPRISES, LLC | 4 DEWITT ST | ELLENVILLE | NY | 12428 | 845-853-2725 |
| NELSON, MARK | NELSON TOOLS, LLC | 6287 APPLETREE POINT RD | MORAVIA | NY | 13118 | 315-246-8648 |
| O'BRIEN, JOHN M |  | 2486 GRAFFENBURG RD | NEW HARTFORD | NY | 13413 | 315-523-1621 |
| OSHEA, REX J | O'SHEA TOOLS INC | 5184 COUNTY ROUTE 27 | CANTON | NY | 13617 | 315-528-5025 |
| PACILEO, THOMAS A | TAC TOOL, INC | 6 TORLEN CT | HAUPPAUGE | NY | 11788 | 516-835-5139 |
| PALINA, JOSEPH J | JP TOOLS INC. | 71 FLORENCE DR | MANORVILLE | NY | 11949 | 631-258-1959 |
| PANOWICH, BOB |  | 5 BENJAMIN PL | LOCUST VALLEY | NY | 11560 | 516-671-8533 |
| PETERSON, GARRETT A | G THE TOOL MAN LLC | 933 W THOMAS ST | ROME | NY | 13440 | 315-335-4858 |
| PFALZER, JOHN E | PFALZER TOOLS LLC | 7210 LYMAN RD | BERGEN | NY | 14416 | 585-415-7041 |
| PFISTERER, STEVEN M | OTTO TOOLS, LLC | 439 BRIARWOOD RD | MASSAPEQUA | NY | 11758 | 917-648-8866 |
| PINCUS, ADAM | TOP SHELF TOOLS INC | 2886 RIVERSIDE DR | WANTAGH | NY | 11793 | 516-644-0699 |
| PINCUS, MICHAEL M | PINK TOOLS INC | 1494 SHERWOOD DR | EAST MEADOW | NY | 11554 | 917-806-0552 |
| PRESTON, GARY J | GHW ENTERPRISES LLC | 6482 ALLENTOWN RD | FRIENDSHIP | NY | 14739 | 585-307-8466 |
| PROHASKA, NICHOLAS J | PROS TOOLS LLC | 3269 CRAIG DR | NORTH TONAWANDA | NY | 14120 | 716-523-0117 |
| PULLARA, FRANK A | TWO BOLTS TOOLS LLC | 71-48 71ST PLACE | GLENDALE | NY | 11385 | 917-731-7757 |
| RAECHAL, JOE |  | 7982 DAVIS RD | CLAY | NY | 13041 | 315-391-5490 |
| RAND, STANLEY J | SJR TOOLS LLC | 22 KENNEDY RD | ROSLYN HEIGHTS | NY | 11577 | 516-382-5688 |
| REGAN, PAT |  | 11 AUDUBON DR | OSSINING | NY | 10562 | 914-923-0081 |
| RICKERT, CHRISTOPHER D | CHRISTOPHER RICKERT TOOLS INC. | 364 CHARLTON RD | BALLSTON SPA | NY | 12020 | 518-227-2656 |
| ROSELLI, GINO | BENSAL AUTOMOTIVE ELECTRIC SERVICE, INC | 16 OLD INDIAN HEAD RD | COMMACK | NY | 11725 | 516-903-8635 |
| ROSELLI, JOHN J | ROSELLI TOOLS, INC. | 171 GRAND BLVD | MASSAPEQUA PARK | NY | 11762 | 516-375-7966 |
| ROSENGRANT, WES |  | 628 BROMLEY RD | CHURCHVILLE | NY | 14428 | 585-764-0111 |
| RUT, MICHAEL J | M AND T TOOLS, INC | 2294 CUSTOM VILLAGE CT | NORTH BELLMORE | NY | 11710 | 516-924-2144 |
| SAMOT, DAVID | DAVE'S TOOLS, INC | 22 WHOOPING HOLLOW RD | EAST HAMPTON | NY | 11937 | 631-377-6213 |
| SANCHEZ, JAN M | JMS TOOLS, INC | 21 BALSAM DR | MEDFORD | NY | 11763 | 631-219-4282 |
| SANDSTEDT, THOMAS | KINGSTON TOOL DISTRIBUTORS, INC | 986 RIVER RD | REDHOOK | NY | 12571 | 845-389-2881 |
| SANTORUFO, THOMAS J | T SANTO TOOL CORP | 128 THOMAS POWELL BLVD | FARMINGDALE | NY | 11735 | 516-860-9936 |
| SAPORITO, PAUL R | SAPPO TOOLS INC | 72 TAHLULAH LN | WEST ISLIP | NY | 11795 | 631-252-2503 |
| SCHROEDER, MATTHEW P | MATT SCHROEDER INC | 1369 DIVISION ST | BALLSTON LAKE | NY | 12019 | 518-859-7408 |
| SCHULZ, RONALD P | RP SCHULZ, INC. | 200 HATCHERY RD | GANSEVOORT | NY | 12831 | 518-796-4072 |


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| SCUDERI, GRACE A | LGA TOOLS INC | 78-47 82ND ST | GLENDALE | NY | 11385 | 917-559-8031 |
| SCULCO, RICHARD D | R \& K TOOLS INC | 46 STAR LN | LEVITTOWN | NY | 11756 | 516-241-7069 |
| SHAUGHNESSY, BRIAN F | EPIC TOOLS INC | 3 MARBETH CIR | MILLER PLACE | NY | 11764 | 631-236-2317 |
| SHEA, PATRICK J |  | 45B S MIDDLETOWN RD | PEARL RIVER | NY | 10965 | 845-721-2826 |
| SIDOR, THOMAS J | INNOVATIVE TOOL, INC | 95 N 5TH ST | BROOKLYN | NY | 11249 | 917-731-3402 |
| SLEICHER, KYLE J | KYLE J. SLEICHER TOOL SALES INC | 362 SHYNE ROAD | TROY | NY | 12180 | 518-461-4626 |
| SMITH, ANDREW M | ANDREW'S TOOLS LLC | 8587 WOODLAND DR | LEROY | NY | 14482 | 585-739-4958 |
| SMITH, MICHAEL D (NJ outlet) | MDM TOOL CORPORATION | 9 DEERFIELD DR | NEW CITY | NY | 10956 | 845-558-6685 |
| SMITH, THOMAS E |  | 3848 STALKER RD | MACEDON | NY | 14502 | 585-752-9663 |
| SPENGLER, ROBERT J | SPENGLER TOOLS LLC | 11647 GOWANDA STATE RD | NORTH COLLINS | NY | 14111 | 716-255-5707 |
| STAYTON, MICHAEL J | STAYTON TOOLS, LLC | 4447 OLD STATE RD | SKANEATELES | NY | 13152 | 315-246-0218 |
| STRUMPF, KEVIN | WATATOOL INC. | 6 WOODMERE DR | NORTHPORT | NY | 11768 | 631-905-2936 |
| SULINSKI, RAFAL | THE TOOLS TRADER LLC | 33 2ND ST | LYNBROOK | NY | 11563 | 917-428-9393 |
| SURIANO, GIUSEPPE | JS TOOLS, LLC | 17 SALEM RIDGE RD | HUNTINGTON | NY | 11743 | 516-443-0119 |
| TAMAYO, STEVEN A | S.T. TOOL SUPPLY INC | 6431 ELLWELL CRESENT | REGO PARK | NY | 11374 | 917-623-1246 |
| TARTAGLIA, FRANK | TOOL BOX UNLIMITED, INC | 3111 DARE PL | BRONX | NY | 10465 | 646-345-6178 |
| THEISEN, SCOTT W |  | 35 RIVER RD | CORNING | NY | 14830 | 607-483-1251 |
| THEISEN, ZACHARY A | THEISEN'S TOOLS LLC | 672 PLEASANT VALLEY RD | POTSDAM | NY | 13676 | 315-261-0474 |
| TLATELPA, MARIO | MJ TOOLS INC | 6036 FLUSHING AVE | MASPETH | NY | 11378 | 646-639-3592 |
| TRACY, MATTHEW A | PRESTIGE WORLDWIDE CNY, INC. | 10265 CAUGHDENOY RD | BREWERTON | NY | 13029 | 315-480-8694 |
| VASTI, STEVE |  | 18 HAMPTON RD | MASSAPEQUA | NY | 11758 | 516-510-3325 |
| VEGA, GABRIEL | NO LIMITSS INC | 203 STATE ROUTE 82 | FISHKILL | NY | 12524 | 914-424-1519 |
| VERITY, ANDREW J | VERITAS EQUIPMENT, INC. | 16 OLD INDIAN HEAD RD | COMMACK | NY | 11725 | 631-766-0092 |
| WEHNAU, PAUL J | WE KNOW TOOLS, INC | 300 WEATHER WAX RD | AVERILL PARK | NY | 12018 | 518-369-3829 |
| WERNER, GEORGE W |  | 336 N. RUTHERFORD AVE | MASSAPEQUA | NY | 11758 | 516-851-5455 |
| WILBER, JOHN E | B \& C OF CNY INC | 328 COUNTY ROUTE 37 | CENTRAL SQUARE | NY | 13036 | 315-561-6609 |
| WOHLFAHRT, JASON P |  | 104 HORSESHOE RD | MILLBROOK | NY | 12545 | 845-264-4277 |
| YARTER, CHAD S | NORTHEAST PERFORMANCE ENTERPRICES INC | 6212 DIX RD | ROME | NY | 13440 | 518-396-8800 |
| YATES, JEFFREY | ZACH YATES TOOLS LLC | 3564 ORANGEPORT RD | GASPORT | NY | 14067 | 716-628-4434 |
| YOREK, CHRISTOPHER R | DOZER TOOLS INC. | 367 CHESTNUT AVE | EAST MEADOW | NY | 11554 | 516-860-9287 |
| ZUFALL, SCOTT M | SCOTT'S TOOLCHEST LLC | 1161 WILLOW ST | HORSEHEADS | NY | 14845 | 607-426-4243 |
| ACORD, RONALD E | ACORD TOOL SALES, LLC | 6436 GALE RD SW | PATASKALA | OH | 43062 | 740-641-6641 |
| ANDERSON, GUY R (WV outlet) | ANDERSON TOOLS, LLC | 98 WILDWOOD DR | MARIETTA | OH | 45750 | 310-493-6304 |


| INDIVIDUAL FRANCHISEE OR PRINCIPAL OWNER | FRANCHISEE ENTITY | ADDRESS | CITY | STATE | $\begin{aligned} & \text { ZIP } \\ & \text { CODE } \end{aligned}$ | PHONE |
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| BACHMAN, KRISTIN L | BACHMAN'S MOBILE TOOL SALES LLC | 1456 RIVERBEND DR | DEFIANCE | OH | 43512 | 419-956-2370 |
| BADGER, RYAN DAVID | LITTLE BADGER'S TOOL SALES, LLC | 14936 N ELYRIA RD | WEST SALEM | OH | 44287 | 330-466-4321 |
| BAKER, RICK D |  | 4591 BATH RD | DAYTON | OH | 45424 | 937-216-1719 |
| BAKER, TODD JAMES | T.B. BAKER TOOLS, INC | 5054 JACKSONTOWN RD SE | NEWARK | OH | 43055 | 740-973-5737 |
| BAKIES, NATHAN A | BAKIES TOOL SALES LLC | 946 BIG RUN RD | PIKETON | OH | 45661 | 740-357-3220 |
| BALDINI, ARTHUR | PRO TOOL SALES LLC | 2931 CHAUTAUQUA DR | SILVER LAKE | OH | 44224 | 330-620-9852 |
| BANKA, DAVID | DRX ENTERPRISES LLC | 15103 ESTHER AVE | LAKEWOOD | OH | 44107 | 330-907-9994 |
| BANKER, DAVE | DAM GOOD TOOLS LLC | 25485 NICHOLS RD | COLUMBIA STATION | OH | 44028 | 216-701-0554 |
| BEAN, JOHNATHON C | J-N-C TOOLS LLC | 1912 STATE ROUTE 534 S | GENEVA | OH | 44041 | 440-415-5141 |
| CALDWELL, MATT |  | 2435 SPORE BRANDYWINE RD | BUCYRUS | OH | 44820 | 419-295-2500 |
| CARGILL, KASEY A | VCH TOOLS LLC | 7981 RIDGE RD | WADSWORTH | OH | 44281 | 330-388-7435 |
| CARTER, DONALD J | DC ON-SITE TOOLS LLC | 13016 RIDGEWAY RD | ORIENT | OH | 43146 | 614-623-2127 |
| CASTO, MITCHELL J | CASTO TOOL SALES, LLC | 4324 GEIGER RD | MILLERSPORT | OH | 43046 | 740-973-7522 |
| CHADWICK, MICHAEL T | CHADWICK TOOL SALES LLC | 750 STATE ROUTE 139 | OAK HILL | OH | 45656 | 614-778-2308 |
| CLARK, JACOB V | DIESEL DOCTOR, LLC | 9133 TRINITY CHURCH RD | LISBON | OH | 44432 | 330-271-7254 |
| CLAWSON, MICHAEL G | CLAWSON TOOL SALES, LLC | 563 GREENSWARD DR | TIPP CITY | OH | 45371 | 937-477-4020 |
| COLE, DUSTIN ALLEN | DUSTIN COLE TOOL SALES LLC | 8136 PATTERSON-HALPIN RD | SIDNEY | OH | 45365 | 937-974-5110 |
| CRIBLEY, GARY ALAN | CRIBLEY SALES, LLC | 4315 COUNTY HIGHWAY 304 | ADA | OH | 45810 | 419-306-4755 |
| CRIDER, BONNIE E | CRIDER \& SONS TOOLS, LLC | 10755 STATE ROUTE 39 | MILLERSBURG | OH | 44654 | 330-473-3942 |
| CUPP, ROBERT J | CUPP'S MOBILE TOOL SALES LLC | 5 BARLOW CT | DEFIANCE | OH | 43512 | 419-551-9728 |
| DAVENPORT, JONATHON G | JONATHON DAVENPORT TOOL SALES LLC | 7009 LOANER LN | BROOKVILLE | OH | 45309 | 937-474-2049 |
| DEAN, ALEXANDER J | DEAN TOOLS, LLC | 201 LINCOLN ST | MOUNT CORY | OH | 45868 | 419-306-9361 |
| DILLON, BRANDON L |  | 1705 HIRAM ST | LOUISVILLE | OH | 44641 | 330-575-8572 |
| DRAKE, NICHOLAS T | DRAKES TOOL SALES LLC | 58 PAGE RD | CHILLICOTHE | OH | 45601 | 740-253-1486 |
| EARNEST, MARK THOMAS | PTC SALES, LLC | 14711 HATFIELD RD | RITTMAN | OH | 44270 | 330-819-4444 |
| EVANS, STEPHEN A |  | 16215 EAST HIGH ST PO BOX 947 | MIDDLEFIELD | OH | 44062 | 216-389-3317 |
| FEENEY, JOHN R | JD'S TOOLBOX SOLUTIONS LLC | 6001 GRISELL ROAD | OREGON | OH | 43616 | 419-409-3127 |
| FLETCHER, ROBERT D | FLETCHER TOOL SOLUTIONS INC. | 3236 WILSON ROAD | SUNBURY | OH | 43074 | 614-419-4564 |
| FRANK, JEFFREY ALLAN |  | 14602 POWELL RD | PORTAGE | OH | 43451 | 419-466-5619 |
| FRANKLIN, PAUL MATTHEW | PM FRANKLIN ENTERPRISES, LLC | 3479 WARRENSBURG RD | DELAWARE | OH | 43015 | 740-272-2564 |
| FREEMAN, CHARLES C | FREEMAN TOOL SALES, LLC | 56 PAGE RD | CHILLICOTHE | OH | 45601 | 740-703-4230 |
| FRIDENSTINE, BRYAN M | BMF MOBILE TOOLS, LLC | 7617 DARROW RD | HURON | OH | 44839 | 440-731-0694 |
| GALVIN, KEVIN M | GALVIN TOOL AND EQUIPMENT LLC | 7067 SANDPIPER CT | PAINESVILLE | OH | 44077 | 440-856-6817 |


| INDIVIDUAL FRANCHISEE OR PRINCIPAL OWNER | FRANCHISEE ENTITY | ADDRESS | CITY | STATE | $\begin{aligned} & \text { ZIP } \\ & \text { CODE } \end{aligned}$ | PHONE |
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| GILBERT, CHARLES T | 234 TOOLS LLC | 1555 RENWOOD ST | WOOSTER | OH | 44691 | 317-517-3865 |
| GILREATH, DANA C |  | 7215 FARNHAM DR | MENTOR | OH | 44060 | 440-382-8523 |
| GREEN, MARTIN RAY | MRG TOOLS, LLC | 9005 BLADE RD NW | MALVERN | OH | 44644 | 330-418-7771 |
| GUNSEL, JOSEPH STANLEY |  | 4408 YORKSHIRE RD | PARMA | OH | 44134 | 216-533-2210 |
| HALE, JOHN A | J HALE QUALITY TOOLS LLC | 5996 JENKINS RD | OKEANA | OH | 45053 | 513-678-8996 |
| HALL, JEFFREY S | JSH TOOLS, LLC | 1167 COUNTY RD 500 | NOVA | OH | 44859 | 419-651-6280 |
| HERRINGSHAW, TYLER J | LAGG ENTERPRISE, LLC | 7498 RANGE LINE RD | RUDOLPH | OH | 43462 | 419-721-4122 |
| HIRT, THOMAS EDWARD | TOM THE TOOL MAN, LTD | 1740 WONDERLICK RD | LIMA | OH | 45805 | 419-234-0101 |
| HOPKINS, KENNETH L | KLH TOOLS LLC | 3818 HEADLEYS MILL RD | PATASKALA | OH | 43062 | 614-348-7811 |
| HOVIS, SHANE C | SHANE HOVI TOOL COMPANY, LLC | 11575 TAYLOR ROAD | PLAIN CITY | OH | 43064 | 614-288-8290 |
| HUGHES, JOSHUA BRIAN | THE BEST OF WHAT'S AROUND TOOL CO, INC. | 9103 NICHOLS LN RD | JOHNSTOWN | OH | 43031 | 614-989-2250 |
| JEWETT, EDWARD J | ED'S HOT TOOLS LLC | 479 FOOTVILLE-RICHMOND RD | JEFFERSON | OH | 44047 | 440-862-4298 |
| JONES, JOHN M | JMJ TOOLS, LLC | 12266 COLLINS ARBOGAST RD | SOUTH VIENNA | OH | 45369 | 843-995-3896 |
| KIDD, MICHAEL V | KIDD TOOLS, LLC | 12980 TEWKSBURY LN | CHARDON | OH | 44024 | 440-636-3295 |
| KING, CHARLES LAWRENCE |  | 3278 MONTAGO ST NE | HARTVILLE | OH | 44632 | 330-388-9944 |
| KINTER, JOHN RICHARD | J KINTER TOOLS LLC | 22551 HAWLEY RD | WELLINGTON | OH | 44090 | 419-651-1341 |
| KLOCKE, ROBERT W | LJR TOOLS LLC | 2 SWEET GUM LANE | MILFORD | OH | 45150 | 513-324-6710 |
| KOHN, JAMES JOSEPH |  | PO BOX 62 | POTSDAM | OH | 45361 | 937-477-1802 |
| KRAMER, ERIC M | EMK TOOL SALES LLC | 720 S MEDINA LINE RD | WADSWORTH | OH | 44281 | 440-724-1883 |
| LAMB, JOHN S | LAMB QUALITY TOOLS LLC | 460 QUEENSGATE RD | SPRINGBORO | OH | 45066 | 937-470-4230 |
| LASOTA, ROBERT W |  | 3238 N SECTION LINE RD, BLDG 2, UNIT C | RADNOR | OH | 43066 | 740-971-4901 |
| LIGGETT, BRETT J | INFINITY 7 TOOLS, LLC | PO BOX 140 | WOOSTER | OH | 44691 | 614-940-5466 |
| LOZE, NICK ROBERT |  | 4932 S TURNER RD | CANFIELD | OH | 44406 | 330-727-7816 |
| LUCAS, BENJAMIN W | LUCAS TOOL SALES, LLC | 9060 STATE RTE 138 | HILLSBORO | OH | 45133 | 740-975-6698 |
| LUZIUS, KURT M | KURT LUZIUS, INC | 32124 KNOBEL RD | EASTLAKE | OH | 44095 | 440-289-5546 |
| MAIN, ARTHUR R |  | 2629 TROY RD | DELAWARE | OH | 43015 | 614-205-9065 |
| MARSHALL, WESLEY G | WES MARSHALL TOOLS \& EQUIPMENT, LLC | 1504 VICTOR DR | COPLEY | OH | 44321 | 330-612-6164 |
| MCHUGH, CARL S |  | 808 5TH ST | BRILLIANT | OH | 43913 | 740-275-2208 |
| MCPEEK, ALAN D | MC TOOLS LLC | 198 LONGVIEW DR | WADSWORTH | OH | 44281 | 330-618-0060 |
| MICHAEL, DAVID WILLIAM | DAVE MICHAEL TOOL SALES LLC | 6320 CARRIAGE VIEW LN | CINCINNATI | OH | 45248 | 513-535-6654 |
| MINNICK, JAMES ALAN |  | 627 DORCHESTER DR | HUBBARD | OH | 44425 | 330-727-3349 |


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| MIRANDA, JAIME M | MIRANDA M TOOLS LLC | 854 MARBEA DR | LOVELAND | OH | 45140 | 323-855-7274 |
| MONTGOMERY, RUSSELL K | MF TOOL \& SERVICE LLC | 1469 N OPFER LENTZ RD | MARTIN | OH | 43445 | 419-654-0200 |
| NEARON, JOSHUA G | JN TOOL SALES LLC | 7570 LOVE RD | HAMERSVILLE | OH | 45130 | 937-515-8558 |
| PARKE, STEVEN M | PARK FAMILY TOOLS, LLC | 212 GRANITE CLIFF DR | CHILLICOTHE | OH | 45601 | 740-703-9140 |
| PERCHINSKE, JAMES RAYMOND | JAMES R PERCHINSKE, LLC | 4425 JOEY'S LANE | MEDINA | OH | 44256 | 440-537-5017 |
| PICKARD, JEFFREY A | PICK TOOLS, LLC | 9129 NICHOLS LANE | JOHNSTOWN | OH | 43031 | 740-649-1685 |
| POOLE, DOUGLAS BRIAN | TOOL DUDE, INC. | PO BOX 548 | DOVER | OH | 44622 | 330-827-1887 |
| PUGLISI, JOSEPH T | PUGLISI QUALITY TOOLS LLC | 14142 HATFIELD RD | RITTMAN | OH | 44270 | 330-760-1463 |
| RAMP, DALE ALLEN |  | 7293 TIMBERNOLL DR | WEST CHESTER | OH | 45069 | 513-535-3640 |
| REASONER, DUSTIN M | DMR TOOL SALES INC | 13289 TENNY RD | MOUNT STERLING | OH | 43143 | 614-306-7566 |
| REASONER, MARK PRESTON | REASONER TOOL SALES INC. | 2239 HOLT RD | GROVE CITY | OH | 43123 | 614-588-2488 |
| REAUME, RONALD JOSEPH | R \& R TOOL SALES, LLC | 2689 GENOA RD | PERRYSBURG | OH | 43551 | 419-467-7820 |
| REDFERN, ISAAC S | RED TOOL SALES INC | 1696 MARSDALE AVE | COLUMBUS | OH | 43223 | 614-915-5876 |
| RUDY, TIMOTHY MICHAEL |  | 2817 PROGRESS PARK DR | STOW | OH | 44224 | 330-807-4272 |
| SAUNDERS, JEREMIAH W |  | 8196 W FENNER RD | LUDLOW FALLS | OH | 45339 | 937-416-8667 |
| SCHEIBENZUBER, MARK A | MAS TOOLS LLC | 8725 DAVIS RD | MAINEVILLE | OH | 45039 | 513-236-8497 |
| SCHMOEKEL, MATTHEW D | M \& A TOOLS LLC | 5565 CURTICE RD | NORTHWOOD | OH | 43619 | 419-205-2536 |
| SCHNEIDER, TIMOTHY JOHN (IN \& OH outlets) | TIM SCHNEIDER'S TOOL SALES, L.L.C. | 16599 SOUTHLAND RD | BOTKINS | OH | 45306 | 937-726-3731 |
| SEARS, BRITT T | ABS TOOL SALES LLC | 410 W CENTER ST | FARMERSVILLE | OH | 45325 | 937-313-1504 |
| SHIRKMAN, DAVID A | STS3, LLC | 7650 WARNER RD | MADISON | OH | 44057 | 330-603-6875 |
| SILVEOUS, DOMINIC A |  | 13355 DOUGLAS LN RD | CENTERBURG | OH | 43011 | 614-562-6879 |
| SITTERLE, JASON A | JAS TOOLS, LLC | 3002 CITATION LN | NORTH BEND | OH | 45052 | 513-253-8198 |
| SLEZAK, MICHAEL A | M\&J TOOLS, LLC | 6111 RIVER RD | MADISON | OH | 44057 | 216-403-2978 |
| SPLAWINSKI, BRYCE N | BNS TOOL SALES LLC | PO BOX 12 | LEBANON | OH | 45036 | 513-518-9510 |
| STAHL, KEVIN BRIAN |  | 1453 GLENN ABBEY DR | KETTERING | OH | 45420 | 937-623-9466 |
| STARK, ALEX J | STARK TOOL SALES LLC | 6769 N REIMAN RD | CURTICE | OH | 43412 | 419-351-7152 |
| STARZYNSKI, JONATHAN M | JMS TOOL SALES LLC | 12200 KILE RD | CHARDON | OH | 44024 | 440-821-5451 |
| STEINMILLER, ADAM | TSV TOOL COMPANY, LLC | W 19580 MOLINE MARTIN | MARTIN | OH | 43445 | 419-467-7950 |
| STEVENS, WESLEY A | WES STEVENS TOOLS LLC | 468 TWP 198 | CENTERBURG | OH | 43011 | 614-395-6475 |
| STIERWALT, SHANE A | STIERWALT ENTERPRISES LLC | 100 STUDEBAKER CT | BROOKVILLE | OH | 45309 | 937-572-9970 |
| STRACK, SHANNON R | STRACK TOOLS LLC | 4810 HANLEY ROAD | CINCINNATI | OH | 45247 | 513-520-8621 |
| SZCZEPINSKI, ALLAN C | ACS BUSINESS ENTERPRISES LLC | 12473 BENTBROOK DR | CHESTERLAND | OH | 44026 | 440-487-2815 |
| TALIK, KEITH M | TALIK'S TOOLS LLC | 7495 STATE ROUTE 207 | MOUNT STERLING | OH | 43143 | 614-599-3399 |


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| TOMAZINE, NICKOLAS W | ROYAL T TOOLS LLC | PO BOX 45 | AVON | OH | 44011 | 440-714-1493 |
| TOMER, CLAYTON R | TOMER'S TOOL SALES, LLC | 2970 STATE ROUTE 665 | LONDON | OH | 43140 | 614-499-1923 |
| ULRICH, AMORY |  | 5495 JAYCOX RD | NORTH RIDGEVILE | OH | 44039 | 440-670-5026 |
| WEBER, RANDY L | EJM TOOLS, LLC | 16460 ELDERDALE DR | CLEVELAND | OH | 44130 | 216-299-6518 |
| WHITTENBERGER, ROBERT SCO | S-M TOOLS LLC | 4271 FAIRFIELD SCHOOL RD | LEETONIA | OH | 44431 | 330-692-2232 |
| WILSON, SCOTT C | ELITE TOOLS LLC | 60 SQUIRES CT | CANFIELD | OH | 44406 | 216-225-0144 |
| WLOTZKO, MATTHEW F | BMW TOOLS LLC | 853 EAST AVE | TALLMADGE | OH | 44278 | 330-472-5040 |
| WOOLUM, DAVID WAYNE (KY outlet) | DAVE WOOLUM TOOL SALES INC. | 1813 FRANKLIN MEADOWS | NEW RICHMOND | OH | 45157 | 859-250-2007 |
| AMES, TRAVIS DALE | KT AMES ENTERPRISES LLC | PO BOX 126901 MORAVA | WHEATLAND | OK | 73097 | 405-408-6540 |
| BRADFORD, GARY L | BRADFORD COMPANY LLC | 14822 N SKYLINE DR | OKMULGEE | OK | 74447 | 918-807-8159 |
| BRUEGGEN, KENNETH J | KENNY'S TOOLBOX, LLC | 1218 W FAY AVE | KINGFISHER | OK | 73750 | 405-368-7782 |
| CHOATE, KENNETH M | KC TOOLS, LLC | 5707 COUNTY RD 1480 | ADA | OK | 74820 | 580-399-1409 |
| CLAYBAUGH, RICHARD RAY |  | 1323 S 76TH E AVE | TULSA | OK | 74112 | 918-637-9773 |
| CORRY, CHARLES W | CCKL SERVICES LLC | 29710 CLEARPOND RD | MCLOUD | OK | 74851 | 405-821-3856 |
| CRAWFORD, DONALD RAY |  | 17384 E 13TH ST | TULSA | OK | 74108 | 918-637-1377 |
| CROISANT, JACKYE L | JACK'S TOOLS, LLC | 3217 48TH STREET | WOODWARD | OK | 73801 | 580-216-7627 |
| DAVIS, MARK SAMUEL | MSD TOOL COMPANY LLC | 11501 CR 1500 | ADA | OK | 74820 | 580-310-2592 |
| ETZKORN, CHARLES EDWARD |  | 8472 S 257TH E AVE | BROKEN ARROW | OK | 74014 | 918-671-4783 |
| FEGALY, JASON L | FEGALY TOOL SALES, INC | 17972 S MEMORIAL DR | BIXBY | OK | 74008 | 918-284-6391 |
| FLEEK, KENNETH C | MAGIC TOOLS, LLC | 15760 SE 29TH ST | CHOCTAW | OK | 73020 | 405-761-4713 |
| FRICKENSCHMIDT, TIMOTHY R | TF TOOLS LLC | 802 WEST HWY 64 | MORRISON | OK | 73061 | 580-231-2073 |
| GANN, STEVEN L | STG TOOLS LLC | 4225 COUNTY ROAD 1460 | ADA | OK | 74820 | 580-235-7471 |
| HANNELD, KEVIN LEE |  | 10301 KATY LINE CT | YUKON | OK | 73099 | 405-630-9981 |
| HILL, JOSHUA J | JLH TOOLS, LLC | 107 MONTEREY ST | PONCA CITY | OK | 74601 | 580-716-7180 |
| KENNEY, JACK D | KENNEY TOOLCO LLC | 447684 ANCHORS END, UNIT 26 | VINITA | OK | 74301 | 918-938-2910 |
| KOCH, LEVI K | NEXGEN TOOLS, LLC | 10971 N 2030TH RD | ELK CITY | OK | 73644 | 580-330-3971 |
| LAPLANTE, KEVIN R | KRL TOOLS L.L.C. | 1477 ORCHARD RD | CALERA | OK | 74730 | 580-235-1991 |
| LOWE, DAVID D | DAVE'S TOOL BOX LLC | 1008 ELM ST | NINNEKAH | OK | 73067 | 405-320-4044 |
| LOWE, JUSTIN D | TRIPLE J TOOL CO INC | 300 SUMMER VALLEY RD | BLANCHARD | OK | 73010 | 405-320-1338 |
| MADDEN, NATHAN R | ROCKIN M TOOLS LLC | 23876 160TH ST | MAYSVILLE | OK | 73057 | 405-640-5118 |
| MCKAUGHAN, CARY JIM | MCKAUGHAN SALES LLC | 15310 E HOOTY CREEK RD | CLAREMORE | OK | 74019 | 918-284-2181 |
| MELTON, DAVID W | MELTON TOOLS LLC | 520 SOUTH ST PAUL | OKLAHOMA CITY | OK | 73130 | 405-596-3077 |
| MILLER, MICHAEL J | MILLER TOOL CO, LLC | 4107 NORGE RD | CHICKASHA | OK | 73018 | 405-320-2816 |


| 움 |  |  | $\left\|\begin{array}{c} \hat{y} \\ \hat{0} \\ 0 \\ 0 \\ 0 \\ 0 \\ \underset{o}{0} \end{array}\right\|$ |  |  |  |  |  |  |  |  | $\begin{aligned} & 00 \\ & 0 \\ & 0 \\ & \hat{U} \\ & 0 \\ & \tilde{W} \\ & \dot{4} \end{aligned}$ | $\left\|\begin{array}{c} o \\ 0 \\ 0 \\ \underset{~}{1} \\ \underset{\sim}{u} \\ \vdots \\ \vdots \end{array}\right\|$ | $\begin{aligned} & \stackrel{\rightharpoonup}{9} \\ & \dot{4} \\ & \stackrel{6}{2} \\ & \stackrel{0}{6} \\ & \end{aligned}$ | ন্ | 关\| |  | $\begin{gathered} n \\ \hat{0} \\ \hat{0} \\ \dot{ल} \\ \hat{1} \\ \hat{n} \end{gathered}$ | $\stackrel{n}{n}$ |  |  | ® |  |  | $\left\|\begin{array}{c} \underset{\sim}{n} \\ 0 \\ \tilde{\omega} \\ \underset{\sim}{m} \\ \underset{\sim}{n} \end{array}\right\|$ | $\left\lvert\, \begin{gathered} \tilde{0} \\ 0 \\ \\ \dot{0} \\ \dot{0} \\ \dot{\sim} \\ \end{gathered}\right.$ |  |  |  | $\underset{\sim}{7}$ | Nor |
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| $\stackrel{\stackrel{\mu}{\mathrm{N}}}{\mathrm{O}} \mid$ | $\left\{\begin{array}{l} \overrightarrow{2} \\ \substack{2 \\ \\ \hline} \end{array}\right.$ | $\begin{array}{\|c} 0 \\ \underset{\sim}{2} \end{array}$ |  | 品 | $\left\|\begin{array}{l} \underset{\sim}{c} \\ \underset{\sim}{2} \end{array}\right\|$ | $\left\lvert\, \begin{aligned} & \infty \\ & 0 \\ & \underset{N}{2} \end{aligned}\right.$ | $\begin{aligned} & \hat{N} \\ & \stackrel{N}{n} \end{aligned}$ | 通\| | $\begin{aligned} & \mathbf{g} \\ & \dot{y} \end{aligned}$ | $\left\lvert\, \begin{aligned} & \vec{n} \\ & \vec{n} \\ & \stackrel{1}{2} \end{aligned}\right.$ | $\begin{aligned} & \infty \\ & 0 \\ & \end{aligned}$ | $\stackrel{\otimes}{\sim}$ | $\left\lvert\, \begin{gathered} o \\ 0 \\ \underset{N}{2} \end{gathered}\right.$ | $\stackrel{\infty}{\stackrel{\infty}{\wedge}}$ | O |  |  |  | S＇ |  |  |  |  |  | $\begin{gathered} \underset{~}{c} \\ \stackrel{N}{2} \end{gathered}$ | 号 |  |  |  | $\stackrel{0}{6}$ | ＋ |
| $\frac{\mathrm{e}}{\mathbf{E}}$ | \％ | O | O | ó | ל | ó | \％ | \％ | б | O | O | \％ | O | ¢ | ठ | o |  | $\stackrel{\circ}{\circ}$ | ¢ |  |  | 0 | ${ }^{\circ}$ | O | ¢ | 응 |  | $\stackrel{\circ}{\circ}$ | $\stackrel{\circ}{\circ}$ |  | $\stackrel{\circ}{\circ}$ |



| INDIVIDUAL FRANCHISEE OR PRINCIPAL OWNER | FRANCHISEE ENTITY | ADDRESS | CITY | STATE | $\begin{aligned} & \text { ZIP } \\ & \text { CODE } \end{aligned}$ | PHONE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| HINES, SHANE S | SHANE HINES LLC | 2540 MILL CREEK DR | PROSPECT | OR | 97536 | 541-951-3802 |
| HUBERT, MARK R |  | 35632 OAKVILLE RD | ALBANY | OR | 97321 | 503-569-4537 |
| JACKSON, DAVID W | W JACKSON TOOLS ENTERPRISES, INC | 12210 SOUTHWEST ANN CT | TIGARD | OR | 97223 | 503-970-1868 |
| KAPPA, SAMUEL JAMES | SNAPPY SAM TOOLS LLC | PO BOX 156 | NORTH BEND | OR | 97459 | 541-260-5522 |
| KEMP, MARK A | KEMP'S NORTH COAST TOOLS LLC | 374 NORTH 2ND ST | SAINT HELENS | OR | 97051 | 503-396-6782 |
| KUHLMAN, RYAN J | 541 TOOLS LLC | 21662 OLD RED RD | BEND | OR | 97702 | 541-527-5773 |
| LAWYER, BRANDON C | AUTOMOTIVE OBSESSIONS, LLC | 966 SUMMER BREEZE DR N | KEIZER | OR | 97303 | 503-910-1763 |
| LEASE, SCOTT R | SCOTT LEASE, LLC | 67038 HUNTER ROAD | SUMMERVILLE | OR | 97876 | 541-910-7036 |
| LEE, SETH D | SL TOOLS LLC | 5524 SW 153RD AVE | BEAVERTON | OR | 97007 | 503-575-0819 |
| MCCONNELL, BRANDON W | MCCONNELL TOOLS, LLC | 950 MORNINGSIDE DR SE | SALEM | OR | 97302 | 541-351-1148 |
| MILLER, TRACY D | TCM TOOLS, LLC | 1630 NE MCDONALD LN | MCMINNVILLE | OR | 97128 | 541-968-1552 |
| MORRISON, BILL |  | 43610 MC KAY DR | PENDLETON | OR | 97801 | 541-969-8109 |
| OBRIEN, SHELBY D | SHELBY O'BRIEN TOOL SALES, INC | 19020 S MATTOON RD | ESTACADA | OR | 97023 | 503-997-9668 |
| ORCUTT, BENJAMIN J | ESSENTIAL TOOLS LLC | 1589 KELLY ST NE | KEIZER | OR | 97303 | 503-877-7956 |
| PATCH, ROBERT J | RP TOOLS LLC | 1510 ST HELENS ST NW | SALEM | OR | 97304 | 503-969-9308 |
| ROBINSON, DAVID A. | DAVID ROBINSON TOOLS LLC | 2819 HANOVER CIR | MEDFORD | OR | 97504 | 541-944-1829 |
| SCHILTZ, DAVID C. | DAVID SCHLITZ TOOL COMPANY | 6031 LATOUR LANE | EUGENE | OR | 97402 | 541-954-7015 |
| SHIELDS, LANCE J | SHIELDS TOOLS | 720 E D ST | JACKSONVILLE | OR | 97530 | 541-944-1477 |
| SMITH, ROBERT HENDEE | BOB SMITH ENTERPRISES, INC. | 8951 S GRIZZLEY BEAR CT | CANBY | OR | 97013 | 503-320-8567 |
| STAGNOLI, MAURIZIO | STAGNOLI ENTERPRISES, INC | 2155 S 5TH ST | LEBANON | OR | 97355 | 541-979-5731 |
| STRINGER, TRAVIS RAE | STRINGER TOOLS, INC | 8218 ROCKINGHORSE LN | KLAMATH FALL | OR | 97603 | 541-892-4734 |
| THOMPSON, WILLIAM M | BBB TOOLS LLC | 641 SW WESTERN AVE | GRANTS PASS | OR | 97526 | 541-659-0908 |
| WOOD, JUSTIN A | WOOD TOOLS, LLC | 16940 SW CAMBRIDGE DR | BEAVERTON | OR | 97078 | 503-970-7044 |
| WRIGHT, GENE | OSKEE, INC. | 2522 NE 2ND ST | BEND | OR | 97701 | 541-480-1330 |
| ACE, ANDREW D |  | 118 EARLYS MILL RD | HUMMELSTOWN | PA | 17036 | 570-490-3567 |
| AMEN, RICHARD T | AMEN \& COMPANY LLC | 185 SCENICVIEW DR | DALLAS | PA | 18612 | 570-991-5052 |
| BAKER, JAY ALLEN | BAKER'S TOOL COMPANY, LLC | 141 HICKORY LN | BEDFORD | PA | 15522 | 814-285-0002 |
| BARR, SAMANTHA L ** | BARR OPERATIONS LLC | 1014 TAYLOR ST | NORTH VERSAILLES | PA | 15137 | 678-464-5652 |
| BENDER, JESSE J | bender tools llc | 3376 STATE ROUTE 3004 | MESHOPPEN | PA | 18630 | 570-766-6020 |
| BITENS, ADOLPH VICTOR | SPRUCE HOLLOW TOOLS, LLC | 60 SPRUCE HOLLOW RD | HOMER CITY | PA | 15748 | 814-525-0769 |
| BOCCELLI, BRIAN J | TEAM B TOOLS LLC | 2165 MEADOWVIEW DR | JAMISON | PA | 18929 | 267-446-4794 |
| BOTTORF, CURTIS |  | 218 CORNERSTONE DR | BLANDON | PA | 19510 | 610-587-3161 |
| BOWMAN, WILLIAM JOHN |  | 167 NAFTZINGERTOWN RD | MOHRSVILLE | PA | 19541 | 610-496-6385 |


| INDIVIDUAL FRANCHISEE OR PRINCIPAL OWNER | FRANCHISEE ENTITY | ADDRESS | CITY | STATE | $\begin{aligned} & \text { ZIP } \\ & \text { CODE } \end{aligned}$ | PHONE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BOYER, JOEL |  | 51 SCHOOL LN | ROBESONIA | PA | 19551 | 610-587-6422 |
| BRAIM, JAYSON R |  | 912 COUNTRY CLUB DR | BLOOMSBURG | PA | 17815 | 570-594-9699 |
| BRANDT, KERRY W | KB TOOLS LLC | 107 SPRINGFIELD DR | SELLERSVILLE | PA | 18960 | 267-772-0997 |
| BREININGER, TROY W | BREININGER TOOL SALES, LLC | 1132 VALLEY FORGE RD | NORRISTOWN | PA | 19403 | 610-223-6895 |
| BROWN, ALLEN | MAGNUM TOOLS LLC | 645 SOLOMON TEMPLE RD | LATROBE | PA | 15650 | 814-242-4043 |
| BURKEY, JARED M | BURKEY PRECISION TOOLS \& EQUIPMENT LLC | 114 NOBLE ST | LITITZ | PA | 17543 | 717-917-5539 |
| CELLUCCI, JOSEPH D | PHILADELPHIA ODD AQUATICS LLC | 811 WYNDOM TER | SECANE | PA | 19018 | 484-477-2095 |
| CESMEGI, DOUGLAS A | CESMEGI LLC | 602 SOUTH MAIN ST | PERKASIE | PA | 18944 | 215-989-3046 |
| CIFONE, MICHAEL R | TOOL THERAPY LLC | 611 HOWARD RD | WEST CHESTER | PA | 19380 | 610-506-6962 |
| COLLINA, ANTHONY N | TONY'S TOOL CRIB, LLC | 383 N PENN DIXIE RD | BATH | PA | 18014 | 610-972-2706 |
| CRUZ, RAMON A | RAC TOOLS INC | 11921 STEVENS RD | PHILADELPHIA | PA | 19116 | 215-681-8074 |
| DAKAS, PETER A | DAKAS ENTERPRISES, LLC. | 441 GREENWOOD RD | KENNETT SQUARE | PA | 19348 | 610-762-5683 |
| DAVIS, RYAN R |  | 370 HUP ROAD | MILLERSBURG | PA | 17061 | 717-433-5071 |
| DAWSON, SHANE S | SD TOOLS LLC | 902 TOWNSHIP LINE RD | PERKIOMENVILLE | PA | 18074 | 610-972-1332 |
| DECKER, RONALD W | RON DECKER TOOLS LLC | 1423 FORESTDALE CIR | JAMISON | PA | 18929 | 215-431-7900 |
| DEERY, JACOB R | J DEERY TOOLS, LLC | 11 FARM LN | LITITZ | PA | 17543 | 717-725-4400 |
| DEHAVEN, JEFFREY T | NEXT LEVEL VENTURES LLC | 249 POPLAR RD | WARMINSTER | PA | 18974 | 267-904-7213 |
| DEPCRYMSKI, DANIELT |  | 158 ALWINE RD | SAXONBURG | PA | 16056 | 724-822-0678 |
| DIAZHERNANDEZ, WELNER D | A\&D CORPORATE, LLC | 10 WIL-BE DR | POTTSTOWN | PA | 19465 | 910-388-5809 |
| DOTZEL, CHRISTOPHER G | DOTZEL TOOLS, INC. | 90 DOTZEL LN | MOUNTAIN TOP | PA | 18707 | 570-762-5360 |
| DUMONT, DAVID B | DOUBLED ENTERPRISES, INC | 1124 Yankee DR | DOWNINGTOWN | PA | 19335 | 610-637-1540 |
| DUNLEAVY, TIMOTHY L | TD TOOL SALES LLC | 2069 RESERVOIR DR | MIDDLETOWN | PA | 17057 | 717-554-5350 |
| EISMONT, ERIK RICHARD | EISMONT TOOLS, LLC | 72 GILL HALL RD | CLAIRTON | PA | 15025 | 412-916-4232 |
| EVEY, WESLEY A | K \& K TOOLS, LLC | 281 WALIZER RD | BELLEFONTE | PA | 16823 | 814-441-0842 |
| FALCONE, GREGORY S |  | 1101 ARABIAN ROAD | WARRINGTON | PA | 18976 | 215-407-7168 |
| FAVINGER, MARK |  | 1062 FOREST RD | WEST CHESTER | PA | 19382 | 610-496-7879 |
| FAZZOLARE, NICHOLAS F | FAZZ TOOLS LLC | 20 LOCUST AVE | MARIANNA | PA | 15345 | 412-925-6234 |
| FERENCE, JOSEPH L |  | 319 LINDSAY RD | ZELIENOPLE | PA | 16063 | 724-816-0070 |
| FERENCE, PAUL |  | 319 LINDSEY RD | ZELIENOPLE | PA | 16063 | 724-316-0410 |
| FETTER, CLAYTON R |  | 331 LIMEKILN RD | READING | PA | 19606 | 484-651-0064 |
| FONDER, CHARLES D | CHAZES GADGETS AND SUPPLIES LLC | 500 DARRAHS WAY | TELFORD | PA | 18969 | 215-264-4908 |
| FORD, STEVEN S | STEVE'S TOOL SERVICE LLC | 223 MUSH DAHL RD | NEW RINGGOLD | PA | 17960 | 610-417-8268 |
| FREED, SETH E | SF TOOLS LLC | 1933 BETHLEHEM PIKE | SELLERSVILLE | PA | 18960 | 484-744-0130 |


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| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| FRY, CRAIG L | FRY TOOLS LLC | 12418 ROUTE 56 HWY E | SEWARD | PA | 15954 | 814-525-9857 |
| GERING, JOSHUA A | SNFL ENTERPRISE LLC | 183 LUXOR SCHOOL RD | LUXOR | PA | 15662 | 706-969-9352 |
| GILL, REX A | REX THE TOOL MAN, LLC | 65 CLEARFIELD DR. | WINFIELD | PA | 17889 | 570-274-6303 |
| GIPE, TROY W | TSG TOOLS LLC | 804 LINDIA DR | CHAMBERSBURG | PA | 17202 | 717-377-2250 |
| GOODLING, RODNEY L | GOODLING TOOLS, LLC | PO BOX 117 | WELLSVILLE | PA | 17365 | 717-554-5631 |
| GRAHAM, BRIAN J | BG TOOL COMPANY, LLC | 11 THOMAS DR | MOUNTAIN TOP | PA | 18707 | 570-466-2960 |
| HARHUT, THOMAS C |  | 130 PEACEFUL VALLEY ROAD | SCOTT TOWNSHIP | PA | 18411 | 570-604-3209 |
| HARRIS, DARRYL G |  | 2964 SUNNYCREST RD | WILLOW GROVE | PA | 19090 | 215-906-1063 |
| HEARING, JAMES | UPPER BUCKS TOOLS AND EQUIPMENT LLC | 506 HAVEN CT | SELLERSVILLE | PA | 18960 | 215-651-2721 |
| HEARL, JOHN L | J HEARL TOOL AND EQUIPMENT LLC | RURAL ROUTE 2, BOX 137A | FALLS | PA | 18615 | 570-604-2688 |
| HENRY, DERRECK E | 717 CARS LLC | 405 HEISERS LN | CARLISLE | PA | 17013 | 717-443-2360 |
| HESSER, MARK D. |  | 141 TOW HILL RD | PORT MATILDA | PA | 16870 | 814-571-7239 |
| HESSINGER, FREDERICK |  | 2360 DORN RD | WATERFORD | PA | 16441 | 814-450-0421 |
| HICKS, ALLAN J | AJH ENTERPRISES LLC | 1014 TAYLOR ST | NORTH VERSAILLES | PA | 15137 | 706-344-9991 |
| HILL, ERIC A | EH TOOLS LLC | 1460 MCGILL HOLLOW RD | LINDEN | PA | 17744 | 570-220-0956 |
| HILL, ROBERT B | YOUR TOOL MAN ROB LLC | 3548 EDGEWATER LN | BROOKHAVEN | PA | 19015 | 610-213-7282 |
| HILLMAN, NICHOLAS R | HILL TOP TOOLS, LLC | 405 LIBERTY ST | DUPONT | PA | 18641 | 570-793-3722 |
| HITCHCOCK, CHRISTOPHER R | SNAP SNAP BABY, LLC | 116 GENTLEMENS WAY | LANCASTER | PA | 17603 | 907-727-8129 |
| HOOVER, ARLAN D | MR B SUPPLY LLC | 58 E MAIN ST | REINHOLDS | PA | 17569 | 717-466-9075 |
| HORNING, JARED J |  | 2 DONAHUE LN | NEWMANSTOWN | PA | 17073 | 717-989-6815 |
| HUFFMAN, ROBERT W | BOB HUFFMAN SALES, LLC | 3931 WILLETT RD | PITTSBURGH | PA | 15227 | 412-583-9858 |
| JACKSON, BARRY NORTON |  | 6730 WALNUT CREEK DR | FAIRVIEW | PA | 16415 | 814-397-9310 |
| JOHNSON, CRAIG A | KEYSTONE TOOLS LLC | 218 PLEASANT AVE | CANONSBURG | PA | 15317 | 412-287-2571 |
| JOHNSON, KRISTOFER R | KRIS R JOHNSON, LLC | 119 ROUTE 106 | GREENFIELD TOWNSHIP | PA | 18407 | 570-351-6107 |
| JONES, MARK D | MARK JONES TOOLS LLC | 202 LIMESTONE DRIVE | BELLEFONTE | PA | 16823 | 814-880-8698 |
| KALTSAS, VASILIOS H |  | 180 SUGAR ST | BETHANY | PA | 18431 | 570-955-6747 |
| KEIFFER, ETHAN J |  | 4250 STATE RTE 54 | TURBOTVILLE | PA | 17772 | 570-412-4148 |
| KEITER, JODY W | JODY W. KEITER, INC | 4314 STATE RTE 225 | DORNSIFE | PA | 17823 | 570-490-2486 |
| KELLER, TYLER B | TK TOOLS INC | 126 WOODLAND MANOR DR | MOHNTON | PA | 19540 | 484-256-1822 |
| KENNEDY, BRIAN W | VSP SERVICES LLC | 3 SARAH DR | NEWTOWN | PA | 18940 | 267-716-0333 |
| KENNEDY, ROBERT J | VSP TOOLS, INC. | 268 DORIS AVE | HOLLAND | PA | 18966 | 267-784-6610 |
| KEPLER, BRADLY L | KEPLER'S TOOLS LLC | 845 LIBERTY VALLEY RD | DANVILLE | PA | 17821 | 570-274-0462 |


| $\begin{aligned} & \text { 를 } \\ & \text { 옴 } \end{aligned}$ | $\left\{\begin{array}{c} \infty \\ 0 \\ 0 \\ 0 \\ \tilde{n} \\ \\ 0 \\ 0 \\ i n \end{array}\right.$ | $\left\|\begin{array}{c} \tilde{y} \\ \underset{1}{1} \\ \stackrel{y}{寸} \\ \underset{i n}{n} \end{array}\right\|$ |  |  |  |  |  |  |  |  | $\left\lvert\, \begin{gathered} \infty \\ 0 \\ 0 \\ 0 \\ \dot{0} \\ 0 \\ \dot{N} \\ \underset{N}{2} \\ \hline \end{gathered}\right.$ |  |  |  | $\begin{aligned} & \stackrel{n}{\sim} \\ & \underset{\infty}{\sim} \\ & \underset{\sim}{\tilde{n}} \\ & \stackrel{\sim}{\sim} \end{aligned}$ |  |  |  |  |  | $\stackrel{\infty}{\sim}$ |  | $\begin{aligned} & \text { oे } \\ & \stackrel{\rightharpoonup}{1} \\ & \dot{\tilde{\omega}} \\ & \stackrel{\mu}{\dot{N}} \end{aligned}$ |  |  | $\begin{aligned} & N \\ & 0 \\ & 0 \\ & \hat{1} \\ & 0 \\ & \hat{N} \\ & \end{aligned}$ |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\stackrel{\mathrm{u}}{\hat{\sim}}$ | $\left\{\begin{array}{c} 0 \\ \hline \end{array}\right.$ | $\underset{i c}{4}$ | $\underbrace{6}_{n}$ |  | $\begin{gathered} 0 \\ 0 \end{gathered}$ |  |  |  |  | $\stackrel{\sim}{\sim}$ | $\left\|\begin{array}{c} \underset{\sim}{\underset{~}{2}} \\ \underset{\sim}{2} \end{array}\right\|$ |  |  | $\stackrel{\rightharpoonup}{7}$ | $\begin{aligned} & 0 \\ & 0 \\ & \sim \\ & \end{aligned}$ | $\begin{aligned} & \underset{\sim}{N} \\ & \underset{\sim}{n} \end{aligned}$ | $\begin{array}{\|c} 4 \\ 0 \end{array}$ | $\begin{aligned} & \underset{0}{0} \\ & 0 \\ & \hline 1 \end{aligned}$ |  |  |  | $\begin{aligned} & \vec{N} \\ & \underset{\lambda}{\lambda} \end{aligned}$ | 守 | $\left\|{ }_{0}^{2}\right\|$ | $\underset{\sim}{\mathrm{N}}$ | $\stackrel{\infty}{\circ}$ |  |  |  | $$ |  | － |
| 」 | ® | a | 『 | ® | 【 |  | ¢ |  | ¢ | ¢ | ¢ | ¢ | I | \＆ | ¢ | ¢ | ® | ¢ | ® | ¢ |  | ¢ | 区 | ¢ | ¢ | 【 | a |  | ¢ | ¢ | d | ¢ |


| $\begin{aligned} & \text { 를 } \\ & \text { 옴 } \end{aligned}$ |  |  | $\left\lvert\, \begin{gathered} 0 \\ 0 \\ 0_{1} \\ 0_{0} \\ \underset{\sim}{d} \\ \underset{\sim}{2} \end{gathered}\right.$ |  |  |  |  | $\begin{aligned} & \stackrel{1}{\infty} \\ & \infty \\ & 0 \\ & \dot{0} \\ & \dot{0} \\ & 0 \\ & o \\ & 0 \end{aligned}$ |  |  | $\begin{aligned} & 0 \\ & 0 \\ & 0 \\ & 0 \\ & 0 \\ & \\ & \stackrel{1}{1} \\ & \underset{N}{2} \end{aligned}$ |  | n 0 0 o + N i in |  |  | $\begin{gathered} \stackrel{7}{n} \\ \stackrel{1}{n} \\ \hat{0} \\ \vdots \\ \vdots \\ 0 \end{gathered}$ |  | $\begin{gathered} \text { in } \\ 0 \\ \dot{N} \\ \hat{N} \\ \dot{+} \\ \dot{\infty} \end{gathered}$ | $\begin{aligned} & \underset{N}{N} \\ & 0 \\ & \underset{1}{2} \\ & \underset{+}{\infty} \\ & \underset{\sim}{4} \end{aligned}$ |  |  | $\begin{aligned} & \underset{\sim}{1} \\ & 0 \\ & 0 \\ & \underset{\sim}{n} \\ & \underset{\sim}{+} \\ & \underset{\infty}{2} \end{aligned}$ | $\begin{aligned} & \infty \\ & 0 \\ & 0 \\ & 0 \\ & 0 \\ & 0 \\ & + \\ & \dot{4} \\ & \dot{-} \end{aligned}$ | $\begin{gathered} \underset{2}{8} \\ \dot{0} \\ 0 \\ \underset{\sim}{2} \\ \dot{N} \\ \underset{\sim}{2} \end{gathered}$ | $\begin{gathered} \stackrel{\rightharpoonup}{0} \\ \stackrel{0}{2} \\ \stackrel{y}{2} \\ \underset{\sim}{2} \end{gathered}$ |  | $\begin{aligned} & n \\ & \underset{\sim}{n} \\ & n \\ & \hat{N} \\ & \dot{1} \\ & \dot{N} \end{aligned}$ |  |  | N $\underset{N}{1}$ Un N N N | $\begin{aligned} & \hat{\sim} \\ & \underset{\sim}{1} \\ & \underset{\sim}{n} \\ & \underset{\sim}{4} \\ & \dot{\sim} \end{aligned}$ |  |
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| 뭉 | $\left\|\begin{array}{c} \infty \\ 0 \\ 0 \\ \underset{\sim}{2} \end{array}\right\|$ | $\left\|\begin{array}{l} \hat{n} \\ \mathbf{O} \\ \hat{1} \end{array}\right\|$ | $\left\|\begin{array}{c} \hat{y} \\ \mathbf{y} \\ \boldsymbol{n} \end{array}\right\|$ | $\begin{aligned} & \hat{0} \\ & \stackrel{\rightharpoonup}{7} \end{aligned}$ | $\begin{aligned} & \text { N } \\ & \underset{\sim}{n} \\ & \underset{\sim}{n} \end{aligned}$ | $\begin{aligned} & \underset{8}{8} \\ & \underset{\sim}{\infty} \end{aligned}$ | $\begin{aligned} & \hat{N} \\ & \underset{\sim}{\infty} \end{aligned}$ | $\begin{aligned} & 0 \\ & \stackrel{0}{0} \\ & \underset{\sim}{\infty} \end{aligned}$ | $\begin{aligned} & \pm \\ & \underset{\sim}{n} \end{aligned}$ | $\begin{aligned} & -1 \\ & 0 \\ & 0 \\ & n \end{aligned}$ | $\begin{gathered} \underset{\sim}{~} \\ \underset{\sim}{2} \end{gathered}$ | $\begin{aligned} & \stackrel{\rightharpoonup}{0} \\ & \stackrel{0}{1} \\ & \underset{A}{2} \end{aligned}$ | $\begin{aligned} & 0 \\ & \stackrel{0}{\infty} \\ & \stackrel{\rightharpoonup}{-} \end{aligned}$ | $\begin{aligned} & \stackrel{1}{0} \\ & \underset{\sim}{\infty} \end{aligned}$ | $\underset{\sim}{\underset{\sim}{\sim}}$ | $\begin{aligned} & \stackrel{n}{0} \\ & \stackrel{O}{\lambda} \end{aligned}$ | $\begin{aligned} & 0 \\ & 1 \\ & \\ & \end{aligned}$ | $\begin{aligned} & \bullet \\ & \underset{\sim}{n} \end{aligned}$ | $\begin{aligned} & -1 \\ & 0 \\ & n \end{aligned}$ |  | 잇 | $\begin{gathered} \underset{\sim}{\underset{N}{2}} \end{gathered}$ | $\begin{aligned} & \text { O} \\ & \hline 0 \\ & \hline \end{aligned}$ | $\overrightarrow{0}$ | $\begin{gathered} N \\ \\ \hline \end{gathered}$ | $\underset{\sim}{\sim}$ | $\begin{aligned} & -\stackrel{\rightharpoonup}{8} \\ & 0 \\ & \end{aligned}$ |  | $\begin{gathered} \infty \\ \underset{\sim}{\infty} \\ \underset{\sim}{2} \end{gathered}$ | $\begin{aligned} & \overrightarrow{0} \\ & 0 \\ & \underset{\sim}{\theta} \end{aligned}$ | $\begin{aligned} & \underset{\sim}{0} \\ & \underset{\sim}{2} \end{aligned}$ | $\xrightarrow{\sim}$ |
| $5$ | ¢ | ¢ | ¢ | $\mathbb{\square}$ | ® | ¢ | ¢ | ¢ | ¢ | $\square$ | $\mathbb{\square}$ | $\pi$ | $\mathbb{\square}$ | ¢ | ¢ | ¢ | ¢ | 0 | ¢ | 2 | 2 | ¢ | ¢ | ¢ | « | ¢ | ¢ | 2 | « | $\boxed{\square}$ | ¢ | ® |

Franchisees as of January 1, 2022

| INDIVIDUAL FRANCHISEE OR PRINCIPAL OWNER | FRANCHISEE ENTITY | ADDRESS | CITY | STATE | $\begin{aligned} & \text { ZIP } \\ & \text { CODE } \end{aligned}$ | PHONE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SMITH, BRYAN M | BRYAN SMITH TOOLS LLC | 13 EAST LUZERNE AVE | KINGSTON | PA | 18704 | 570-762-4074 |
| SMITH, MATTHEW D |  | 124 RHAPSODY DRIVE | PORT MATILDA | PA | 16870 | 814-880-6484 |
| SNYDEMAN, GARY |  | 441 WINGSPREAD CT | READING | PA | 19606 | 610-587-6604 |
| SOLLINGER, JASON R | J SOLLINGER TOOLS LLC | 614 TWIN COUNTY RD | HONEY BROOK | PA | 19344 | 484-716-6476 |
| SORENSEN, KYLE C | K. S. TOOLS, LLC | 200 COTTAGE LN | LANCASTER | PA | 17601 | 717-575-8434 |
| SPINOSI, DANTE J | DS TOOLS LLC | 431 BRYAN DR | CORAOPOLIS | PA | 15108 | 412-508-2162 |
| STEVENS, DAVID W | STEVENS TOOL SALES, INC. | 131 SUNNY BROOK RD | ROYERSFORD | PA | 19468 | 610-496-7875 |
| STEWART, PATRICK H | STEWART TOOLS LLC | 15 WARD ST | WASHINGTON | PA | 15301 | 724-825-9441 |
| STONER, MICHAEL C | MSTONER ENTERPRISES LLC | 4745 SEARS RUN DRIVE | MECHANICSBURG | PA | 17050 | 717-679-2802 |
| STOUGH, BRIAN J | STOUGH TOOLS LLC | 2940 IPNAR RD | IRWIN | PA | 15642 | 412-818-3986 |
| STRAUCH, DAVID E | DES TOOL SALES LLC | 515 S 5TH ST | PERKASIE | PA | 18944 | 267-733-7759 |
| STRAUSS, DUSTIN J |  | 237 CONWAY DR | LITITZ | PA | 17543 | 717-572-0597 |
| SWINNICH, KENNETH | KEN SWINNICH ENTERPRISES LLC | 751 BALSAM RD | WELLSBORO | PA | 16901 | 570-439-2820 |
| TARANTINO, FREDERIC ARTHU | CEIBA TOOLS, LLC | 83 SCHOOLHOUSE RD | BLOOMSBURG | PA | 17815 | 570-290-9163 |
| TAYLOR, BRADLEY | CHROME EXPRESS LLC | 1248 UPTON CIR | WEST CHESTER | PA | 19380 | 610-656-0733 |
| UFRET, ELLIOTT R | UFRET ENTERPRISES, LLC | 338 BIDWELL HILL RD | LAKE ARIEL | PA | 18436 | 845-754-1192 |
| UNGER, CARL GERARD |  | 541 KENNERLY RD | SPRINGFIELD | PA | 19064 | 610-496-7878 |
| WAGNER, THOMAS J (DE outlet) | T.J. WAGNER ENTERPRISES INC. | 109 HASTINGS AVE | HAVERTOWN | PA | 19083 | 610-960-3077 |
| WALMER, BARRY J | REMLAW TOOLS, LLC | 6501 LINGLESTOWN RD | HARRISBURG | PA | 17112 | 717-839-3873 |
| WALTZ, RICHARD L |  | 4100 TUSCARAWAS RD | BEAVER | PA | 15009 | 724-591-4434 |
| WEBB, NICHOLAS M | WEBB TOOLS \& EQUIPMENT LLC | 860 EDGEWORTH CT | RED LION | PA | 17356 | 717-873-1078 |
| WEISS, ROBERT L |  | 220 COAL RUN RD | CLARKSBURG | PA | 15725 | 724-388-5504 |
| WILBURN, MATTHEW EDWARD | MATTHEW WILBURN TOOLS LLC | 502 MADISON AVE | TYRONE | PA | 16686 | 814-329-2453 |
| WILBURN, THEODORE S |  | 1648 N 8TH AVE | LEBANON | PA | 17046 | 717-778-8477 |
| WISE, ROBERT L | PEANUT ENTERPRISE LLC | 304 HEMLOCK RD | TRAFFORD | PA | 15085 | 304-282-2146 |
| YEAGER, MIKE |  | 344 NORTH SUNRISE LN | BOYERTOWN | PA | 19512 | 610-858-1953 |
| YORDY, GARY L |  | 152 VALLEY DR | FREDERICKSBURG | PA | 17026 | 717-439-2012 |
| YULICH, KENNETH A | KEN'S TOOLS \& EQUIPMENT LLC | 315 BRADFORD LANE | LANSDALE | PA | 19446 | 215-450-7144 |
| YUZWIAK, STEVEN P | TNVN LLC | 850 CALLOWHILL ROAD | PERKASIE | PA | 18944 | 267-784-0958 |
| CATONI-GONZALEZ, PEDRO M | P\&S TOOL DISTRIBUTORS LLC | CALLE 4, C4 PARQUE MONTEBELLO | TRUJILLO ALTO | PR | 00976 | 787-354-4890 |
| CINTRON-MEDINA, JULIAN | TOOLS EQUIPMENT AND DIAGNOSTICS SOLUTIONS, INC. | URB. RIO HONDO, CALLE RIO DUEY AA-16 | BAYAMON | PR | 00961 | 787-348-4959 |
| COLON, CESAR D | C\&C TOOLS CORPORATION | 3281 CALLE MONTE PAJAROS | TOA ALTA | PR | 00953 | 787-310-5654 |

Franchisees as of January 1, 2022

| INDIVIDUAL FRANCHISEE OR PRINCIPAL OWNER | FRANCHISEE ENTITY | ADDRESS | CITY | STATE | $\begin{aligned} & \text { ZIP } \\ & \text { CODE } \end{aligned}$ | PHONE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| COLON, JUAN C | JCS TOOLS INC. | 332 CALLE PLATINO | GURABO | PR | 00778 | 787-590-9529 |
| COLON, LUIS O | G.T.G. TOOLS AND EQUIPMENT SALES, INC. | CALLE 22 BB 4 RIVERVIEW | BAYAMON | PR | 00956 | 787-359-2874 |
| DIAZ, REINALDO | RDR DISTRIBUTORS LLC | PELICANO ST MM 127, MANSION DEL MAR | TOA BAJA | PR | 00949 | 787-262-2605 |
| LUGO, HERBER J | TOOLS MEC SALES LLC | URB MANSION DEL SOL, MS-49 VIA ARCOIRIS | SABANA SECA | PR | 00952 | 787-649-8086 |
| MEDERONIEVES, ABIEZER | AMN TOOLS LLC | 25 PUERTA DEL COMBATE | BOQUERON | PR | 00622 | 939-259-9526 |
| ORTIZ, LUIS R | RINABI TOOLS DISTRIBUTORS LLC | BUZON 378 PARQUE DEL SEL | BAYAMON | PR | 00959 | 787-309-5654 |
| RODRIGUEZ-VEGA, WALDEMAR | EQUIPMENTS AND TOOLS SOLUTIONS INC. | BO. PUEBLO CALLE GUAMA 179 | HATILLO | PR | 00659 | 787-479-6253 |
| RODRIGUEZ-VEGA, WIGBERTO | KANAWIG, INC. | URB HILLVIEW CARRIBEAN ST 701 | YAUCO | PR | 00698 | 939-219-9960 |
| TORRES, HAROLD |  | FK43 CALLE POLARIS | BAYAMON | PR | 00956 | 787-636-8902 |
| VARELA-GARCIA, JOSE J | OSEFAB INNOVATIVE INCORPORATED | CARR 159 KM 10.5 INTERIOR BO, CIBUCO 2 SEC JULIO ORTEGA | COROZAL | PR | 00783 | 787-516-9103 |
| ORTIZ, RICARDO C |  | 75 AIRPORT RD | COVENTRY | RI | 02816 | 401-640-6642 |
| PRESERVATI, ANTHONY L | PRESERVATI TOOL \& EQUIPMENT CORP | 2683 WALLUM LAKE RD | PASCOAG | RI | 02859 | 401-349-7181 |
| VANNER, BRIAN C | ELITE TOOLS \& EQUIPMENT LLC | 31 DAMON AVE | WARWICK | RI | 02889 | 401-228-5246 |
| ANDREWS, BARRY DAVID | BARRY ANDREWS TOOLS LLC | 2308 SPORTSMAN DR | HARTSVILLE | SC | 29550 | 843-409-5075 |
| BELL, KEVIN D | BELL'S AUTOMOTIVE LLC | 2588 CALHOUN ST | BRANCHVILLE | SC | 29432 | 803-533-8164 |
| BERUBE, DAVID MATTHEW | PROFESSIONAL TRADESMAN TOOLS SOLUTIONS | 203 JAQUES CT | CHARLESTON | SC | 29492 | 843-437-0815 |
| CESTARO, GABRIEL | CESTARO TOOLS LLC | 1414 KINGS GROVE DR | YORK | SC | 29745 | 980-228-8332 |
| COCKFIELD, WILLIAM HOWELL |  | 2009 OLD LAURENS HWY | GREENWOOD | SC | 29649 | 864-554-3482 |
| DAHN, BRIAN J | TRINITY TOOLS, LLC | 402 HIDDEN MEADOW LN | SUMMERVILLE | SC | 29486 | 843-991-2464 |
| DODSON, DAVID R | WHAT A TOOL LLC | 106 SHERMAN COURT EXT | PIEDMONT | SC | 29673 | 660-287-3861 |
| ELLIOTT, WILLIS E | BAM TOOLS, LLC | 108 EZZELL CT | LEXINGTON | SC | 29072 | 803-513-1214 |
| GREENE, CHARLES M | CJE, INC | 4490 HORSESHOE BEND | MURRELLS INLET | SC | 29576 | 843-685-6432 |
| HUBER, TIMOTHY A | TOOL MATTERS LLC | 5041 DOWNING DR | FORT MILL | SC | 29708 | 727-433-7286 |
| KELLENBENZ, JASON L | KELLENBENZ TOOLS AND EQUIPMENT, INC | 607 SALTERTON ST | SUMMERVILLE | SC | 29485 | 843-696-9455 |
| LAMBERT, ADAM T | BLACK SUN LLC | 23 CARSON DR | CHARLESTON | SC | 29407 | 843-532-6448 |
| MABE, ROBERT R | RMABE LLC | 5055 W CREEK DR | MURRELLS INLET | SC | 29576 | 843-520-6078 |


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| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| MARDENFELD, JUSTIN A | THE RIGHT TOOL OF SOUTH CAROLINA INC | 243 COOPERS RUN RD | OKATIE | SC | 29909 | 954-257-5448 |
| MARTIN, BRYAN K | BRYAN MARTIN LLC | 701 LAUREL RD | LEXINGTON | SC | 29073 | 803-309-6906 |
| MCCALL, CHRISTOPHER R | CM TOOLS, LLC | 732 ADMIRALS WAY | CLOVER | SC | 29710 | 704-913-1974 |
| MOORE, JAMES W | MOORE POWERSPORTS, LLC | 137 BRI-LOR COURT | CHAPIN | SC | 29036 | 803-414-3449 |
| MORAGO, CAMILO JOAQUIN | JFU INNOVATIVE, LLC | 3021 BLOSSOM ST | COLUMBIA | SC | 29205 | 803-422-2525 |
| OMASTA, BENJAMIN M (GA outlet) | BOSS TOOLS LLC | 215 WOODEN WHEEL LN | BLUFFTON | SC | 29909 | 843-540-8802 |
| PLYLER, BRETT T | FOURBP LLC | 1829 SHAMROCK AVE | LANCASTER | SC | 29720 | 803-416-6867 |
| RAMSAY, JACOB S (NC outlets) | JANDAR, LLC | 8409 RISING SUN LN | FORT MILL | SC | 29707 | 980-616-0759 |
| SHEALY, MELTON PINCKNEY | MPS TOOLS, LLC | 214 BRONLOW DR | IRMO | SC | 29063 | 803-446-2120 |
| SHOPE, DANA IRVIN | SNAP TRUCK LAURENS ROAD, LLC | 520 W NORTH 1ST ST | SENECA | SC | 29678 | 864-325-9377 |
| SOSEBEE, WILLIAM AUBREY | B \& S TOOLS, LLC | 1010 TRAIL RD | BELTON | SC | 29627 | 864-617-7175 |
| SPAGNOLO, ANTHONY J | SPAGNOLOSC, LLC | 117 FAIRLANE DR | SIMPSONVILLE | SC | 29680 | 864-608-3574 |
| THOMAS, HOWARD P (GA outlet) | TCB TOOLS LLC | 1008 FAIRFIELD AVE | NORTH AUGUSTA | SC | 29841 | 706-589-0967 |
| THOMAS, WILLIAM DOUGLAS | THOMAS TOOLS OF S.C. LLC | 211 OLD RUTHERFORD RD | TAYLORS | SC | 29687 | 864-205-5200 |
| VILLAS, MILTON SCOTT | PERFORMANCE SPECIALITY TOOLS, L.L.C. | 7262 TOOGOODOO RD | MEGGETT | SC | 29449 | 704-292-8790 |
| WESTMORELAND, CHAD A (NC outlet) | C \& S TOOLS, INC | 1390 PIEDMONT RD | BLACKSBURG | SC | 29702 | 803-207-5018 |
| YOUNG, ALTON TERRY | YOUNG ENTERPRISES OF THE UPSTATE INC | 109 MAGGIE LN | ANDERSON | SC | 29625 | 864-934-0137 |
| ZENSKY, JOSHUA K | Z TOOLS INC | 180 MOLINIA DR | MURRELLS INLET | SC | 29576 | 843-325-5107 |
| BIERS, DALLAS Q | BIERS TOOL SALES, LLC | 10557 MOUNTAIN SHADOW RD | PIEDMONT | SD | 57769 | 605-381-1492 |
| HANSEN, CRAIG L | HANSEN TOOLS, LLC | 5860 COUNTRY LANE | ABERDEEN | SD | 57401 | 605-377-4294 |
| HAUGE, MAX G |  | 26358 486TH AVE | VALLEY SPRINGS | SD | 57068 | 605-999-3858 |
| IHNEN, CHUCK LEE | IHNEN'S TOOL SERVICE, LLC | 9112 W DRAGONFLY DR | SIOUX FALLS | SD | 57107 | 605-359-4016 |
| IRVINE, TIMOTHY R | T \& K TOOLS, LLC | 27222 LOVELY PL | TEA | SD | 57064 | 605-359-4622 |
| JANS, COREY G |  | 107 4TH ST | HENRY | SD | 57243 | 605-881-5307 |
| LETTAU, BLAYNE M | LETTAU TOOLS LLC | 325 E 4TH AVE | MILLER | SD | 57362 | 605-870-0502 |
| LUKONEN, DOUGLAS DEAN | LUKONEN'S TOOLS SERVICE, INC. | 4802 4TH AVE SW | WATERTOWN | SD | 57201 | 605-881-1849 |
| MARTIN, TAYLOR A | TAYLOR MARTIN TOOLS, LLC | 3809 E 52ND ST | SIOUX FALLS | SD | 57103 | 605-988-4362 |
| REMPFER, JOSHUA D | JOSH'S TOOLS LLC | 45028 267TH ST | MONROE | SD | 57047 | 605-321-7900 |

Franchisees as of January 1, 2022

| INDIVIDUAL FRANCHISEE OR PRINCIPAL OWNER | FRANCHISEE ENTITY | ADDRESS | CITY | STATE | $\begin{gathered} \text { ZIP } \\ \text { CODE } \end{gathered}$ | PHONE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| RITSCHE, SCOTT T | DNH TOOLS LLC | 23542 CATTLE DR | RAPID CITY | SD | 57703 | 320-292-1752 |
| TROSPER, SHAWN T (IA outlet) | TROSPER TOOLS, LLC | 832 BROOKSIDE DR | JEFFERSON | SD | 57038 | 712-490-2062 |
| VALLETTE, DAVID R | VALLETTE TOOLS INC | 15856 GOLDEN VALLEY DR | PIEDMONT | SD | 57769 | 605-390-7427 |
| ANDERSON, JACOB W | ANDERSON TOOL COMPANY LLC | 361 PINE RIDGE DR | SIGNAL MOUNTAIN | TN | 37377 | 423-322-3246 |
| BAMFORD, SEAN | S \& A TOOLS, LLC | 104 NIXON HOLLOW LN | PLEASANT SHADE | TN | 37145 | 931-267-8767 |
| CHERTKOW, ALEX J | A \& L TOOLS LLC | 10683 THATCHER CREST DR | SODDY DAISY | TN | 37379 | 423-331-7233 |
| CLEMENTS, MICHAEL A | TENNESSEE TOOLS JACKSON LLC | 148 JUNIOR JONES RD | HUMBOLDT | TN | 38343 | 731-394-1391 |
| COLBURN, CHRISTOPHER W | C \& D TOOL AND STORAGE LLC | 2318 OLD HIGHWAY 79 | DOVER | TN | 37058 | 931-237-4301 |
| COULTER, TIMOTHY | TCR TOOLS, LLC | 3907 OLD SOUTH ROAD | MURFREESBORO | TN | 37128 | 615-427-8738 |
| EARLY, BRADD DONALD | EARLY TOOL SALES, INC | 7831 CHILLINGSWORTH LN | KNOXVILLE | TN | 37938 | 865-556-5202 |
| EDDINGTON, JAMES N | EDDINGTON TOOLS LLC | 1340 FAYNE RD | BRIGHTON | TN | 38011 | 901-586-5841 |
| ENRIQUEZ, RICHARD N | EZ TOOLS LLC | 788 EARLY EARNER COVE | COLLIERVILLE | TN | 38017 | 901-262-4356 |
| FRAZIER, JOEY L |  | 4115 SIOUX DRIVE | JOHNSON CITY | TN | 37604 | 423-773-0995 |
| GARBACZ, MICHAEL A | MIKE'S TOOL TRUCK, INC | 372 PALMETTO RD | LEWISBURG | TN | 37091 | 931-698-1086 |
| GARRARD, DAVID WILLIAM |  | 2614 ALBANY CT | MURFREESBORO | TN | 37129 | 615-476-5795 |
| GARRICK, JOHN L | GARRICK INDUSTRIES LLC | 4510 GOSEY HILL RD | FRANKLIN | TN | 37064 | 615-788-3437 |
| GIDDENS, RONALD B | RBG TOOLS, LLC | 8704 HILL RD | KNOXVILLE | TN | 37938 | 865-684-0666 |
| GRAVES, STANLEY WAYNE |  | 7809 WOODCHASE DR | CORDOVA | TN | 38018 | 901-483-1915 |
| HAMILTON, BILLY J |  | 11210 WOLF WOODS DR | ARLINGTON | TN | 38002 | 901-834-7627 |
| HANCOCK, ERRON D | EDH ENTERPRISES, INC. | 116 SMITH CT | JOHNSON | TN | 37615 | 423-863-4816 |
| HAYNES, JOE H | HAYNES TOOL SALES, LLC | 108 LONG COVE CT | LENOIR CITY | TN | 37772 | 865-223-9665 |
| HENDERSON, MATTHEW K | M \& P'S TOOL BOX LLC | 2301 JOCKEY RUN TRL | KNOXVILLE | TN | 37920 | 865-221-1599 |
| HENSLEY, MICHAEL G |  | 3019 E EMORY RD | KNOXVILLE | TN | 37938 | 865-755-7679 |
| HOWELL, TIMOTHY C | TIM THE TOOL MAN ENTERPRISES LLC | 12 HICKORY VIEW LN | CROSSVILLE | TN | 38572 | 931-787-2141 |
| HULSEY, GARY HAROLD |  | 1210 KNOX VALLEY DR | BRENTWOOD | TN | 37027 | 615-300-8048 |
| HUNTER, ETHAN J | HUNTER TOOLS SERVICE LLC | 7126 GARFIELD ROAD | HARRISON | TN | 37341 | 706-490-1842 |
| IMPERIALI, JOSEPH L | IMPERIALI, LLC | 1914 DR ROBINSON RD | SPRING HILL | TN | 37174 | 615-202-2887 |
| JACKSON, TERRY LEE |  | 154 ROARK RD | COTTONTOWN | TN | 37048 | 615-300-5132 |
| JENSEN, JEREMY J | JJ TOOLS LLC | 2241 BOAT FACTORY RD | PLEASANT VIEW | TN | 37146 | 931-624-6004 |
| KEENER, JERRY WAYNE | KEENER TOOL, SALES AND SERVICE LLC | 207 RIVER DR | MOUNT JULIET | TN | 37122 | 615-347-3804 |
| LOIODICE, MATTHEW N | DICE TOOLS LLC | 3126 BEE TREE LN | SIGNAL MOUNTAIN | TN | 37377 | 423-355-8297 |
| MARLIN, JERRY W | TEAM MARLIN ENTERPRISES, LLC | 834 LORETTA DRIVE | GOODLETTSVILLE | TN | 37072 | 615-533-4605 |

**These franchises were not operational as of fiscal year end 2021, but the franchise is operational as of the Effective Date of this Disclosure Document. If Additional Franchise

| INDIVIDUAL FRANCHISEE OR PRINCIPAL OWNER | FRANCHISEE ENTITY | ADDRESS | CITY | STATE | $\begin{aligned} & \text { ZIP } \\ & \text { CODE } \end{aligned}$ | PHONE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| MAYBRIER, TYLER L | MAYBRIER TOOLS LLC | 524 CALTHORPE LN | KNOXVILLE | TN | 37912 | 865-604-3854 |
| MCDANIEL, ROBERT MICHAEL |  | 4925 COUNTY HOME RD | PARIS | TN | 38242 | 731-225-7940 |
| MEEK, RODGER S | MEEK ENTERPRISES, INC. | 1750 HANKINS ROAD | NEW MARKET | TN | 37820 | 865-765-1415 |
| MILLER, KARLE | KARL E MILLER TOOLS LLC | 170 INDIAN TRL | MCEWEN | TN | 37101 | 615-934-4492 |
| MOREL, MICHAEL |  | 1049 LEBANON RD | KINGSPORT | TN | 37663 | 423-276-1608 |
| NAPPIER, STEPHEN DESHON | NAPE'S TOOLS, LLC | 546 EXPRESSWAY PARK DR | NASHVILLE | TN | 37210 | 615-812-7627 |
| PATE, JEFFREY E | JEFF PATE TOOLS LLC | 1199 CHESTNUT GLADE RD | MARTIN | TN | 38237 | 731-332-2848 |
| PETERSON II, ALAN C | PETERSON TOOL DISTRIBUTION, LLC | 2529 STEWART CREEK RD | MURFREESBORO | TN | 37129 | 615-418-9201 |
| POLK, WESTON H | POLK INDUSTRIES LLC | 545 W WEBB RD | EAGLEVILLE | TN | 37060 | 615-306-9705 |
| RUMBLE, CHRISTOPHER M |  | 990 CORUM HILL RD | CASTALIAN SPRINGS | TN | 37031 | 615-289-8304 |
| SHEARON, CLAY RIVERS | CLAY'S TOOLS LLC | 2523 BURGESS ST | MURFREESBORO | TN | 37128 | 615-351-7627 |
| SKIDMORE, ROBERT ALLEN | BESTOOLS LLC | 634 DAVIDSON RD | NASHVILLE | TN | 37205 | 615-300-7050 |
| TOGSTAD, EUGENE A | GT TOOLS LLC | 20 WILLOW GLYN COVE | EADS | TN | 38028 | 901-692-7243 |
| ACEVEDO, PEDRO G | ACEVEDO MTS LLC | 2002 YUKON LN | LAREDO | TX | 78045 | 956-678-8665 |
| AKIN, RICHARD D | DEAN AKIN TOOL COMPANY LLC | 1950 PEACH CREEK RD | COLLEGE STATION | TX | 77845 | 979-324-7050 |
| ALLEN, ROBERT J | TOOLING AROUND LLC | 150 PARISH LN, APT 1038 | ROANOKE | TX | 76262 | 224-343-1977 |
| ALMGREN, CHRISTOPHER L | ALMGREN TOOL SALES LLC | 1333 COUNTY ROAD 127 | TUSCOLA | TX | 79562 | 325-200-9255 |
| ARDOIN, TIMOTHY C | ARDOIN TOOL CO, LLC | 11454 LABELLE ROAD | BEAUMONT | TX | 77705 | 409-937-1047 |
| ARMATTA, WILLIAM M | ARMATTA ENTERPRISES LLC | 10212 CREEK CROSSING CV | DRIPPING SPRINGS | TX | 78620 | 512-217-4441 |
| ASARO, JOSHUA T | ASARO ENTERPRISES, LLC | 13744 MCCOMB RD | CONROE | TX | 77302 | 936-697-5071 |
| BAILEY, JEFFERY LYNN | BAILEY'S TOOLS \& EQUIPMENT, LLC | 1133 RIDGEVIEW LN | LONGVIEW | TX | 75604 | 903-738-4386 |
| BALLARD, DAVID L | DKB TOOLS, INC. | 13200 COUNTY ROAD 417 | MAY | TX | 76857 | 325-642-8846 |
| BARNES, DARIN L | BARNESDOOR, INC | 9010 DOVE RD | CANYON | TX | 79015 | 806-290-2516 |
| BATKY, ANDRE TIBORIOUS | BATKY'S TOOLS, LLC | 820 OVERGLEN DR | DALLAS | TX | 75218 | 469-853-0003 |
| BAVOUSETT, BUDDY JOE | BAVOUSETT TOOL AND EQUIPMENT, LLC | 105 NE MICHAEL DR | BURLESON | TX | 76028 | 817-307-0829 |
| BAY, JOSEPH W | BAY SERVICES, LLC | 236 COUNTY ROAD 404 | DAYton | TX | 77535 | 713-504-3984 |
| BAYER, JAMES B | JB TOOLING, LLC | 31672 BARD LN | BULVERDE | TX | 78163 | 210-870-6905 |
| BERRY, MICHAEL R. |  | 5628 W VALLEY CIR | EL PASO | TX | 79932 | 915-588-3603 |
| BISHOP, BILLY DEAN | BDB TOOL SALES LLC | 1066 BOB WHITE RD | LONGVIEW | TX | 75605 | 903-736-0374 |
| BOHANON, BRENT R | BRENT BOHANON TOOLS LLC | 520 AVERY POINTE | LAVON | TX | 75166 | 214-998-3903 |
| BORTH, RICKIE LEE |  | 224 BUCKINGHAM | DENTON | TX | 76201 | 940-391-7876 |
| BOUDREAUX, ROBERT W | RWB TOOLS LLC | 8813 BLEWETT RD | BEAUMONT | TX | 77705 | 409-719-8935 |
| BOUDREAUX, ROBERT W | RJB TOOLS LLC | 3178 OAK AVE | GROVES | TX | 77619 | 409-960-4755 |


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| BRAMEL, NICHOLAS P | NPB, LLC | 1905 17TH AVE N | TEXAS CITY | TX | 77590 | 409-599-3252 |
| BRANNON, JASON MICHAEL | BRANNON'S TOOLS INC. | 11500 SUNSET AVE | MAGNOLIA | TX | 77354 | 281-657-5223 |
| BRAWNER, KARL ANDREW | KARL BRAWNER TOOL CO., LLC | 3508 RED DEER LN | MELISSA | TX | 75454 | 214-882-9725 |
| BROM, ROBERT EUGENE | BROM TOOL \& EQUIPMENT, LLC | 1091 COUNTY RD 150 | COLUMBUS | TX | 78934 | 979-732-7766 |
| BROWN, DANIEL G | DB TOOL AND EQUIPMENT, LLC | 125 ASHBROOK TRAIL | FORNEY | TX | 75126 | 903-368-1624 |
| BROWN, JARROD L | JLB TOOLS AND EQUIPMENT, INC | 1577 RS COUNTY ROAD 3503 | EMORY | TX | 75440 | 903-787-2233 |
| BRUGGMAN, DAVID ROY | BRUGGMAN TOOL CO., INC | 2935 ROCKY OAK | SAN ANTONIO | TX | 78232 | 210-215-0033 |
| BUTLER, DWAYNE | BUTLER TOOLS LLC | 992 CARRIAGE LOOP | NEW BRAUNFELS | TX | 78132 | 409-692-7600 |
| BUTLER, JERRY WAYNE |  | 6030 ACTON MEADOWS CT | GRANBURY | TX | 76048 | 817-980-8326 |
| CABELLO, HUGO A | TEE TIME TOOLS, LLC | 5404105 TH ST | LUBBOCK | TX | 79424 | 806-549-9120 |
| CANNON, BILLY WAYNE | CANNON TOOLS, LLC | 9892 STONE HEARTH LN | FORNEY | TX | 75126 | 214-727-2675 |
| CANNON, TERRY JOHN | CANNON TOOL SALES, LLC | 27103 HOLLY LORD | MAGNOLIA | TX | 77355 | 281-772-0656 |
| CARDONA, JoEL A | CARDONA TOOLS LLC | 12723 INDIAN WELLS DR | HOUSTON | TX | 77066 | 713-277-8854 |
| CARLOS, ANTHONY S | TEXASEDGE TOOLS LLC | 13543 SELBY ST | EL PASO | TX | 79928 | 915-494-8570 |
| CARVER, DARREN LARAY | DC TOOLS, LLC | 4232 FM 1259 | HEREFORD | TX | 79045 | 806-346-0410 |
| CARVER, MICHAEL K | CARVER TOOL SUPPLY, LLC | NG2 LAKE CHEROKEE | LONGVIEW | TX | 75603 | 903-557-1720 |
| CASTREJON, MARIO A |  | 7709 TRIPLE BRANCH DR | SAN ANTONIO | TX | 78263 | 210-819-3540 |
| CERNOSEK, STEVE S | MD TOOLS LLC | 7941 FAIRCHILD BLVD | RICHMOND | TX | 77469 | 979-618-1820 |
| CHACON, PHILIP P | WESTEX TOOLS LLC | 824 CROXDALE ST | EL PASO | TX | 79928 | 915-539-4691 |
| CHANDLER, DAVID H | DCHANDLER TOOLS LLC | 1717 BOVINA DR | LEANDER | TX | 78641 | 512-521-1396 |
| COOMBS, SHANE MARK | TECHPRO TOOLS AND SUPPLY LLC | 141 CHASE LN | ALEDO | TX | 76008 | 817-966-3922 |
| COON, MICHAELJ | MJC \& MAC LLC | 1101 W CASTLEWOOD AVE | FRIENDSWOOD | TX | 77546 | 832-455-8772 |
| CORBIT, DEVIN LEE | FORT BEND TOOLS OF TEXAS, LLC | PO BOX 777 | RICHMOND | TX | 77406 | 713-416-9999 |
| COWAN, DENNIS WAYNE |  | 1900 W JEFFERSON | DALLAS | TX | 75208 | 214-878-8625 |
| CRAWFORD, KENNETH H | CRAWDADDY TOOL \& EQUIPMENT, LLC | 7190 HOBSON TRL | MANSFIELD | TX | 76063 | 214-202-7560 |
| CROW, MICHAEL J |  | 720 HIGHWAY 95 S | SMITHVILLE | TX | 78957 | 512-237-0817 |
| CULTER, DAVID R | CUTLER TOOLS, LLC | 275 BEASLEY RD | COMBINE | TX | 75159 | 682-429-1001 |
| DACH, JEFFERY A | DASH TOOL \& EQUIPMENT LLC | 2212 PLAINFIELD CT | PFLUGERVILLE | TX | 78660 | 512-299-1333 |
| DACH, KYLE S | DASH TOOLS LLC | 2212 PLAINFIELD CT | PFLUGERVILLE | TX | 78660 | 512-363-2995 |
| DELURME, RONALD D | 1776 TOOLS LLC | 831 LAKE VALLEY DR | LAVERNIA | TX | 78121 | 830-581-8943 |
| DIAZMORAN, JARED V | DIAZ TOOLS, LLC | 2403 SAILFISH AVENUE | PHARR | TX | 78577 | 956-239-4875 |
| DODDS, DUSTIN R | DOUBLE D'S TOOLS LLC | 3711 FRINGE BREEZE | SAN ANTONIO | TX | 78261 | 210-965-9823 |


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| DOUGHARTY, JUSTIN N (LA outlet) | DOUGHARTY PRODUCTIVITY SOLUTIONS LLC | 9800 OLD HIGHWAY 87 | ORANGE | TX | 77632 | 337-244-5228 |
| EDGMON, RANDY B | JRS TOOLS LLC | 105 MESQUITE DR | DECATUR | TX | 76234 | 940-389-2207 |
| EDWARDS, JEFFREY M | MONT EDWARDS LLC | 806 FORESTCREST COURT | EULESS | TX | 76039 | 972-841-7209 |
| EILAND, KEVIN PAUL |  | 6751 EVERGREEN ST | MAGNOLIA | TX | 77354 | 713-254-1951 |
| EILERS, DANIEL R | EILERS TOOL \& EQUIPMENT LLC | 12919 MOSSY SHORE DR | TOMBALL | TX | 77375 | 281-678-5698 |
| ERMIS, BRYAN C | BRYAN ERMIS TOOL COMPANY LLC | 7080 C6 RANCH RD | BRYAN | TX | 77808 | 979-229-7008 |
| FACUNDO, GREG CHAGOYA | GREG C FACUNDO TOOL CO, LLC | 133 PINNACLE PARKWAY | NEW BRAUNFELS | TX | 78132 | 210-827-7810 |
| FERRELL, TREVOR KEITH | FERRELL TOOL WORKS, INC | 10331 CRESTWATER CIR | MAGNOLIA | TX | 77354 | 281-850-1424 |
| FLEXNER, RAYMOND J | FLEXTOOLS LLC | 28043 INDIAN PATH | NEW BRAUNFELS | TX | 78132 | 210-204-1334 |
| FOTEH, GEORGE G | FOTEH TOOLS, LLC | 2727 BRIARHURST \#9 | HOUSTON | TX | 77057 | 832-875-7982 |
| FREEMAN, MONTY RAY | FREEMAN TOOL COMPANY, INC | 2202 CEDAR ELM TERRACE | WESTLAKE | TX | 76262 | 214-837-0537 |
| FRENCH, CHRISTOPHER DANIE | CHRIS FRENCH TOOL SALES LLC | 1100 NORWOOD ST | MANSFIELD | TX | 76063 | 817-692-9477 |
| GAERTNER, RUSSELL LYNN | GAERTNER TOOLS, INC. | 2936 PHILO | SAN MARCOS | TX | 78666 | 512-738-7187 |
| GIBSON, WAYNE EARL |  | 35 CORONADO TR | WEATHERFORD | TX | 76086 | 817-925-7026 |
| GINDRUP, MICHAEL SHANE | GINDRUP TOOL COMPANY | 725 COUNTY ROAD 112 | BURNET | TX | 78611 | 254-718-3573 |
| GLASCOCK, MICHAEL HOPSON | MIKE'S TOOLS, INC | 8604 BEAR CREEK DR | AUSTIN | TX | 78737 | 512-784-4395 |
| GONZALEZ, LAZARO D |  | 12533 ROBIN DRIVE | COLLEGE STATION | TX | 77845 | 979-583-3736 |
| GOSNELL, WENDELL VERNER | WVG TOOLS, LLC | 14603 TIMBERGREEN | MAGNOLIA | TX | 77355 | 281-381-9239 |
| GRAZIAN, DINO M |  | 19306 HIGH MEADOW LN | TOMBALL | TX | 77377 | 713-858-9970 |
| GREEN, MICHAEL CHRISTOPHE | GREEN TOOLS, LLC | 17206 BLUE MOUND TERRACE | HOUSTON | TX | 77095 | 281-932-6538 |
| GREGG, DAMON DONALD | FAST TRAK TOOLS, INC. | 5500 FEED MILL DR | KELLER | TX | 76244 | 972-877-6463 |
| GRIFFIN, MARK COLLINS | MARK GRIFFIN TOOL CO INC | 271 SUMMIT DR | ROUND MOUNTAIN | TX | 78663 | 512-784-7670 |
| GRIMM, WILLIAM S | GRIMM TOOLS LLC | 741 COUNTY RD 2184 | GAINESVILLE | TX | 76240 | 469-235-1326 |
| GUNN, WILLIAM DOUGLAS | BILL'S TOOL CO, INC | 3 KINGSWOOD DR | LUCAS | TX | 75002 | 214-796-9969 |
| HACKING, RAYMON D | RD HACKING, LLC | 2508 MOCKINGBIRD RD | BURLESON | TX | 76028 | 817-602-2894 |
| HALFORD, LOUIS L | LOUIS HALFORD TOOLS LLC | 3161 FM 3025 | STEPHENVILLE | TX | 76401 | 903-738-5374 |
| HANSON, WAYNE NEAL |  | ROUTE 7 BOX 53 | JASPER | TX | 75951 | 409-384-0025 |
| HARDEN, DOUGLAS R | D \& D LEGACY ENTERPRISE, LLC | 11739 D-K RANCH RD | AUSTIN | TX | 78759 | 512-771-7144 |
| HARRISON, JAMES B | M I H TOOLS, INC | 2213 CLAIREBROOKE DR | GRAND PRAIRIE | TX | 75050 | 817-239-1582 |
| HATFIELD, SCOTT ALAN | SCOTT HATFIELD, LLC | 5142 POND VIEW | MCKINNEY | TX | 75069 | 214-274-8651 |
| HAVER, JOSHUA M | JAM TOOLS, LLC | 224 WINNSBORO WAY | BELTON | TX | 76513 | 254-800-5420 |
| HEDLUND, JUSTIN O | KJ TOOLS, LLC | 405 JESSICA CIR | COPPERAS COVE | TX | 76522 | 254-383-0056 |
| HENDERSON, THEODORE E | TED'S TOOLS, LLC | 1906 JACLYN LN | VERNON | TX | 76384 | 940-886-6902 |


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| HERNANDEZ, RAUL H | R CONCEPTS LLC | 13818 LITTLE LEAF DR | SAN ANTONIO | TX | 78247 | 210-970-9307 |
| HOBDY, GARY CECIL |  | 9206 NEW FORREST RD | SPRING | TX | 77379 | 281-723-6559 |
| HOELTING, KENT D | KENT'S TOOLBOX, LLC | 19421 LANTANA RD | AMARILLO | TX | 79124 | 806-679-1725 |
| HOOD, CHRISTOPHER J | C\&S TOOL SUPPLY LLC | 139 BASS CV | AUSTIN | TX | 78737 | 210-854-2630 |
| HUTCHERSON, WILLIAM K | 6H TOOL COMPANY LLC | 16250 COUNTY ROAD 4821 | NORMANGEE | TX | 77871 | 979-446-7974 |
| JOHNSON, CHRISTOPHER J | CJ'S TOOLS \& EQUIPMENT, LLC | 4055 HOGAN DR, APT 2406 | TYLER | TX | 75709 | 972-834-6757 |
| JOHNSON, HAROLD DEAN | HAROLD JOHNSON TOOLS, LLC | 10301 SHADOW VALLEY CT | BURLESON | TX | 76028 | 214-725-7732 |
| JOHNSON, HARRY WAYNE | HARRY W. JOHNSON TOOL CO., LLC | 107 WINDSWEPT DR | BULLARD | TX | 75757 | 903-571-9738 |
| JOHNSON, RYAN O | JOHNSON TOOLS LLC | 8301 SARATOGA AVE | LUBBOCK | TX | 79424 | 806-789-4646 |
| JOLLY, DAWN M | DMJSPJ ENTERPRISES LLC | 259 WEST CR 2140 | KINGSVILLE | TX | 78363 | 361-800-1789 |
| JONES, ERIC WAYNE | JONES TOOLS \& EQUIPMENT, LLC | 339 CR 4670 | PITTSBURG | TX | 75686 | 903-563-9264 |
| JONES, STEVEN L (AR outlet) |  | 3511 GIN RD | TEXARKANA | TX | 75503 | 903-278-9478 |
| KEANE, DANIEL THOMAS | KEANE TOOLS, LLC | 12540 PARK RIDGE TRL | FORT WORTH | TX | 76179 | 817-829-1144 |
| KEMPF, CLYDE T | ABC TOOLS LLC | 405 CEDAR RIDGE DR | WYLIE | TX | 75098 | 972-469-4397 |
| KITT, JOHN LORANCE |  | 17803 LA CANTERA TERR, \#6614 | SAN ANTONIO | TX | 78256 | 210-827-2250 |
| KRISLE, NORMAN K | KTS, LLC | 4016 WOODFORD DR | FORNEY | TX | 75126 | 903-520-4823 |
| LANE, DAVID C | DC LANE TOOL \& EQUIPMENT, INC | 3321 MAKALA DR | MIDLOTHIAN | TX | 76065 | 817-253-0248 |
| LANGE, MICHAEL LAWRENCE | LANGE'S TOOLS, LLC | 1749 WEST VIEW | SEGUIN | TX | 78155 | 210-601-6428 |
| LAPP, BENJAMIN ARTHUR | LAPP ENTERPRISES, INC. | 2404 SAN MIGUEL DR | FRIENDSWOOD | TX | 77546 | 281-831-7048 |
| LEIJA, CHRISTOPHER S | CHRIS LEIJA ENTERPRISE, LLC | 2202 OLEANDER DR | DICKINSON | TX | 77539 | 409-939-8028 |
| LEIJA, JUAN |  | 17018 AUCTION BARN RD | ALVIN | TX | 77511 | 281-541-9092 |
| LONG, JUSTIN A ** | JL TOOLS LLC | 1223 BROOKFIELD LN | MANSFIELD | TX | 76063 | 214-636-3622 |
| LOPER, SCOTTY LYNN |  | 2950 EAGLES NEST CT | MIDLOTHIAN | TX | 76065 | 972-742-5521 |
| LOPEZ, JAIME C |  | 155 ELEVEN LEAGUE RD | ENNIS | TX | 75119 | 214-924-3195 |
| LOW, KEVEN DEL |  | 7933 SKYLINE DR | ABILENE | TX | 79606 | 325-439-0534 |
| LYMAN, BEN H | LYMAN DISTRIBUTION LLC | 9147 PEUPLIER | SAN ANTONIO | TX | 78254 | 210-241-9358 |
| MACCANELLI, KEVIN LEE | MACCANELLI TOOL GROUP, LLC | PO BOX 80691 | MIDLAND | TX | 79707 | 432-638-7619 |
| MADISON, CARL CHRISTOPHER | MADISON TOOL CO, LLC | 6142 WEILAND RD | WEATHERFORD | TX | 76088 | 817-694-1032 |
| MANNING, JUSTIN A | JUSTIN A MANNING TOOLS LLC | 26807 COBBLE MEADOW CT | CYPRESS | TX | 77433 | 281-723-2794 |
| MANSHIP, MICHAEL A. |  | 1642 COMMON DR | EL PASO | TX | 79936 | 915-241-3178 |
| MARTIN, PAUL A |  | PO BOX 561 | COAHOMA | TX | 79511 | 432-270-2400 |
| MARTIN, ROBERT ERNEST | B C R TOOLS, LLC | 538 STROUD LN | GARLAND | TX | 75043 | 214-728-4385 |
| MESSERSMITH, ROBERT CHARL | ROBERT MESSERSMITH TOOLS AND EQUIP, LLC | 3847 HARVEY PENICK DR | ROUND ROCK | TX | 78664 | 512-422-8330 |


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| MINIX, RYAN JAON | MINIX TOOL, LLC | 4788 STATE HIGHWAY 79 S | WICHITA FALLS | TX | 76310 | 940-867-7757 |
| MITCHELL, JOHN M | MITCHELL TOOL SOLUTIONS, LLC | 1480 US HIGHWAY 380 W, UNIT A14 | PROSPER | TX | 75078 | 972-626-0254 |
| MONNERJAHN, DAVID MICHAEL | DK TOOLS LIMITED LIABILITY COMPANY | 1414 KINGS CASTLE DR | KATY | TX | 77450 | 281-642-5223 |
| MOON, DAVID RAY | MOON TOOL COMPANY, A TEXAS LLC | 17840 CR 2507 | EUSTACE | TX | 75124 | 903-288-6284 |
| MURDOCH, MARK ALAN | MURDOCH TOOLS \& EQUIPMENT, LLC | 2749 CORDOVA RD | SEGUIN | TX | 78155 | 830-660-0126 |
| NELSON, PHILLIP EDWARD |  | 2720 FAIRMONT AVE | MCALLEN | TX | 78504 | 956-424-5042 |
| NOBLE, ALEXIE R | GREASE SLINGER TOOLS LLC | 9983 FM 1502 | BLOSSOM | TX | 75416 | 903-703-8511 |
| O CONNOR, DUFFY MICHAEL | DUFFMAN LLC | 6 CINCO LN | BOERNE | TX | 78006 | 210-414-7574 |
| OCHOA, GILBERT |  | 451 DALE DR | MCKINNEY | TX | 75071 | 281-236-8410 |
| ODEN, TAYLOR L | OODEN TOOLS AND EQUIPMENT LLC | 2400 CORPORATION PKWY, APT 12207 | WOODWAY | TX | 76712 | 254-749-6787 |
| ORNELAS, EDUARDO | E ORNELAS, LLC | 2054 PASEO DEL PARDO | EL PASO | TX | 79936 | 915-479-7627 |
| PAGE, DANIELS | PAGE TOOLS \& EQUIPMENT, LLC | 30107 FALHER DR | SPRING | TX | 77386 | 832-326-0417 |
| PAGEL, DARREN MICHAEL | DARREN PAGEL TOOLS \& EQUIPMENT, LLC | 13934 MILLER RD | SAINT HEDWIG | TX | 78152 | 210-275-0446 |
| PETRO, CURTIS REED | PETRO TOOLS, LLC | 180 GRANITE LN | AUSTIN | TX | 78737 | 512-296-9505 |
| PHILLIPS, JAMES WILLIAM | PHILLIPS TOOL WORKS, LLC | 9519 DEER LODGE RD | MAGNOLIA | TX | 77354 | 832-473-4143 |
| PILKINGTON, ROSS S | R\&LTOOLS INC. | 3307 JACK BEAVER ROAD | SANTA FE | TX | 77517 | 713-858-3422 |
| PORTER, JAMES EDWARD | PORTER TOOLS AND EQUIPMENT, LLC | 6182 BRODNAX LN | SAN ANGELO | TX | 76904 | 325-656-0267 |
| PRIDDY, DAVID M | PRIDDY TOOLS LLC | 1816 ATASCOSA DR | PORTLAND | TX | 78374 | 361-523-8195 |
| REAVIS, CODY T ** | CBR TOOLS, LLC | 1212 W HARRISON RD | LONGVIEW | TX | 75604 | 903-424-9144 |
| REGALADO, SILAS M | SR TOOL LLC | 12006 GREEN WILLOW FALLS DR | TOMBALL | TX | 77375 | 832-741-8016 |
| REYNOLDS, BRIAN A | R \& B TOOLS, LLC | 11025 BROOK GREEN LN | HASLET | TX | 76052 | 512-694-7906 |
| RIVICH, ROBERT KEITH | K2K ENTERPRISES, INC | 16847 IVY WILD LN | HOUSTON | TX | 77095 | 281-468-8491 |
| RODGERS, DANIEL RAY | DAN RODGERS SALES \& SERVICE, LLC | 161 GRAND OAK ST | SAN ANTONIO | TX | 78232 | 210-422-4051 |
| RODRIGUEZ, ALEJANDRO M | A \& M TOOLS AND EQUIPMENT LLC | 2610 MYRTLE SPRINGS AVE | DALLAS | TX | 75220 | 972-363-5855 |
| SANDOVAL, MICHAEL J | MLC TOOLS, LLC | 4608 HARVARD STREET | LUBBOCK | TX | 79416 | 806-392-4720 |
| SAVAGE, KENNETH JAMES | SAVAGE TOOLS \& EQUIPMENT, LLC | 240 PR 4331 | LONGVIEW | TX | 75604 | 903-399-4541 |
| SCHNOOR, DANIEL NEWTON | DAN SCHNOOR TOOLS, LLC | 2330 VERNELL WAY | ROUND ROCK | TX | 78664 | 512-914-0281 |
| SCHULTZ, ROBERT ROSS | RRSMLS COMPANY LLC | 28 LARGO | HITCHCOCK | TX | 77563 | 281-684-2233 |


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| SHEWMAKER, JOHN S | SHEWMAKER TOOL COMPANY LLC | 213 E BUCKINGHAM, UNIT 105 | GARLAND | TX | 75040 | 214-738-2075 |
| SHINE, MICHAEL T | SHINE TOOL EQUIPMENT \& SERVICE, LLC | 126 TREEHAVEN CT | BUDA | TX | 78610 | 830-220-0760 |
| SIERRA, EDGAR E | GREASE MONKEY TOOLS LLC | 14210 JOHN SCAGNO | EL PASO | TX | 79938 | 915-317-2513 |
| SIMPSON, JUSTIN L (LA outlet) | SIMPSON SOLUTIONS GROUP LLC | 3046 MARILYN CT | ORANGE | TX | 77630 | 409-920-0851 |
| SNELLGROVE, BRIAN LEWIS | SNELLGROVE ENTERPRISES LLC | 2100 WESTSIDE DR | STANTON | TX | 79782 | 432-413-1861 |
| SNOW, RICHARD MATTHEW | SNOW TOOL \& EQUIPMENT SALES, LLC | 18102 KITZMAN | CYPRESS | TX | 77429 | 281-814-0515 |
| SOLIZ, REY E | R.E.S. DEALINGS, L.L.C. | 726 W AVENUE G | KINGSVILLE | TX | 78363 | 361-355-0103 |
| STAGGS, RONALD EVANS |  | 8612 PAMONA | AMARILLO | TX | 79110 | 806-584-7875 |
| STEWART, DAVID GORDON | DAVID STEWART, LLC | 5220 SHALLOW CREEK CT | MIDLOTHIAN | TX | 76065 | 214-837-5618 |
| STREETY, CODY L | STREETY TOOLS, LLC | 7318 78TH ST | LUBBOCK | TX | 79424 | 806-786-0280 |
| SWEET, BRANDON L | PATRIOT TOOLS \& DIAGNOSTICS | 404 SAPPHIRE LN | JARRELL | TX | 76537 | 512-680-2118 |
| TANNAHILL, COBY A | TANNAHILL TOOLS, LLC | 545 US HIGHWAY 70 | LOCKNEY | TX | 79241 | 806-252-2562 |
| TATSCH, RICK ALLEN | TEXAS TOOL AND SERVICES, LLC | 115 TURTLE BEND | GEORGETOWN | TX | 78628 | 512-750-3960 |
| TAYLOR, DENNIS EARL | DENNIS TAYLOR TOOL COMPANY LLC | 351 CHERRYWOOD LN | LIVE OAK | TX | 78233 | 210-473-2544 |
| TAYLOR, ROBERT CLINTON | R TAYLOR TOOLS, LLC | 21018 HIGHWAY 35 | ALVIN | TX | 77511 | 281-650-2773 |
| TIPTON, DONALD TROY | TIPTON TOOL SALES, LLC | 3490 RIVERBEND DR | VIDOR | TX | 77662 | 409-656-9961 |
| TIPTON, GARY A | THIS GUYS TOOLS, LLC | 530 HIGHLAND ST | VIDOR | TX | 77662 | 409-658-1336 |
| TOMLINSON, DONALD WAYNE | TOMLINSON TOOL COMPANY | 1791 VERNON ST | BELLS | TX | 75414 | 903-870-6279 |
| TORRES, CARLOS M | CENTURION TRUCKING, LLC | 3330 SACKVILLE DR | SAN ANTONIO | TX | 78247 | 956-744-2202 |
| TOVAR, OSCARE | TOVAR TOOLS LLC | 6839 TEN CURVES RD | SPRING | TX | 77379 | 832-573-3238 |
| TRLICEK, KEVIN JAMES | KGD TOOLS, LLC | 193 SHANNON VALLEY DR | VICTORIA | TX | 77904 | 361-571-4796 |
| VANN, ROBBIE J | ROBBIE VAN TOOL COMPANY LLC | 634 KEY LANE | ABILENE | TX | 79602 | 325-668-4332 |
| VILLARREAL, ALFREDO | A G TOOL COMPANY, LLC | 1215 E GIN DR | PHARR | TX | 78577 | 956-903-9782 |
| WALKER, BRIAN D | WALKER TOOL CO, INC | 900 JOEY COURT | BURLESON | TX | 76028 | 817-829-3199 |
| WALKER, VAN HARRIS | VAN WALKER TOOL \& EQUIPMENT, LLC | 3717 WHITE SETTLEMENT RD | WEATHERFORD | TX | 76087 | 817-613-6853 |
| WALTERS, DEREK RAY | DK WALTERS ENTERPRISES, LLC | 2627 CANEY CREEK CT | RICHMOND | TX | 77406 | 832-282-8477 |
| WILKINS, IAN H | BRENNIAN LLC | 6247 SCOTT LN | BRYAN | TX | 77808 | 979-777-0452 |
| WILKINS, JASON G | JASON WILKINS TOOL COMPANY LLC | 15227 MCCALL PARK | MAGNOLIA | TX | 77355 | 979-220-8011 |
| WILLIAMS, WILLIAM G | WILLIAMS TOOLS, LLC | 617 WOODVIEW DR | FRIENDSWOOD | TX | 77546 | 832-878-1175 |
| WINE, RONALD J | COASTAL TOOLS OF TEXAS LLC | 15242 BARATARIA DR | CORPUS CHRISTI | TX | 78418 | 361-206-7373 |
| WINGET, DAVID EARL | WINGET TOOL \& EQUIPMENT, LLC | 250 SUNLAKE CT | WACO | TX | 76712 | 254-709-9790 |

Franchisees as of January 1, 2022

| INDIVIDUAL FRANCHISEE OR PRINCIPAL OWNER | FRANCHISEE ENTITY | ADDRESS | CITY | STATE | $\begin{aligned} & \text { ZIP } \\ & \text { CODE } \end{aligned}$ | PHONE |
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| WORD, BOBBY LYNN | BOBBY WORD TOOLS LLC | 230 PIN OAK LN | MAGNOLIA | TX | 77355 | 713-824-8759 |
| WORD, CHRISTOPHER K | CW'S TOOL STORE, LLC | 148 HORSE WHISPERER CT | DECATUR | TX | 76234 | 817-734-9015 |
| WORD, DANNY R | D.W.'S TOOL CO., INC. | 40515 REMINGTON LN | MAGNOLIA | TX | 77354 | 832-640-7065 |
| WYBORNY, DANA JON | WYBORNY TOOL \& EQUIPMENT CO, INC | 12301 CAPITOL SADDLERY TRL | AUSTIN | TX | 78732 | 512-415-2818 |
| YANOWSKI, GARY EUGENE |  | 7451 GENTLING PLACE | NORTH RICHLAND HILLS | TX | 76180 | 817-999-1049 |
| YORK, LYNN DEE |  | 7402 FOSTER CREEK | RICHMOND | TX | 77469 | 713-530-8539 |
| ZIEGLER, CHRISTOPHER E | ZIG'S TOOLS, LLC | 5745 FM673 | BEEVILLE | TX | 78102 | 361-318-8295 |
| ADAMS, TIMOTHY C | T \& K TOOLS LLC | 960 S 1900 E | WASHINGTON | UT | 84780 | 435-668-4569 |
| BARKER, WILLIAM H | BARKER TOOL SALES LLC | 2274 S 1350 W | WOODS CROSS | UT | 84087 | 801-390-0300 |
| BEAVES, BRYAN D | BRYAN BEAVES CO, LLC | 1383 WASATCH DR | SALT LAKE CITY | UT | 84108 | 801-910-0165 |
| BLACKHAM, JON EMERSON | JB TOOL SALES INC | 4593 W 8230 SO | WEST JORDAN | UT | 84088 | 801-541-1634 |
| BRUENDERMAN, CALEB A | CALEB'S TOOLS LLC | 154 WEST 200 NORTH | AMERICAN FORK | UT | 84003 | 801-362-4603 |
| CORNISH, IAN DAVID | IAN CORNISH, L.L.C. | 9748 S CHESAPEAKE DR | SOUTH JORDAN | UT | 84095 | 801-859-8877 |
| DILLE, JARED M | DILLE ENTERPRISE LLC | 2134 N 2090 W | CLINTON | UT | 84015 | 801-644-5329 |
| GEBS, KENNETH R | KG DISTRIBUTING, LLC | 3189 W 1500TH N | CLINTON | UT | 84015 | 801-589-9613 |
| GRAHAM, RYAN W | 5-FIFTY SOLUTIONS, LLC | 1879 ALLISON WAY | SYRACUSE | UT | 84075 | 801-458-9472 |
| HICKMAN, CHRISTOPHER C | CMH SOLUTIONS, LLC | 195 SOUTH 80 EAST | MANTUA | UT | 84324 | 435-225-3151 |
| HOLLOWAY, RICHARD EVAN | R \& LTOOLS INC | 1210 W MEADOW RIDGE LN | SOUTH JORDAN | UT | 84095 | 801-209-1613 |
| HOOD, JEFFREY S | JEFF HOOD, INC | 1704 RIDGEVIEW CIRCLE | LAYTON | UT | 84040 | 801-540-0064 |
| HOSKINS, WESS L | WES HOSKINS, LLC | 2584 SOUTH 1475 WEST | SYRACUSE | UT | 84075 | 801-564-0726 |
| JOLLEY, DAVID BRENT | DBMJ, INC. | 608 S 2050 W | VERNAL | UT | 84078 | 435-790-7723 |
| KALLAHER, KELLY L | UTAH TOOL SALES LLC | 158 N 900 W | PROVO | UT | 84601 | 801-633-0012 |
| KALLAHER, KOREY J | KJ TOOLS, LLC | 3260 W 2700TH S | SYRACUSE | UT | 84075 | 801-549-7619 |
| KEARSLEY, KURT M | NORTHERN UTAH SALES LLC | 3823 S. 4950 W | OGDEN | UT | 84401 | 801-336-6344 |
| MCDONALD, GLADE NILE | GLADE MCDONALD TOOL SALES INC. | 547 E SALEM CANAL RD | SALEM | UT | 84653 | 801-361-8379 |
| MUNTON, JOSEPH A | JMUNTON LLC | 12241 S PAULSON CIR | RIVERTON | UT | 84065 | 909-518-5257 |
| NIELSON, BENJAMIN G | TARYN TOOLS LLC | 790 N 100TH W | PLEASANT GROVE | UT | 84062 | 801-694-9868 |
| OKERLUND, MICHAEL A | O TOOLS LLC | 3457 W MELODY CREEK CIR | RIVERTON | UT | 84065 | 801-558-6023 |
| ORTAR, RAGUN S | ORTAR, INC | 1070 W JORDAN RIDGE CT | SOUTH JORDAN | UT | 84095 | 801-712-0749 |
| SHIEW, JOHN G | J \& S TOOLS LLC | 1450 N 1500 W | HELPER | UT | 84526 | 435-630-1262 |
| SMITH, JUSTIN R | JJS TOOLS, INC. | 3085 S 600 W | SYRACUSE | UT | 84075 | 801-721-1031 |
| TAYLOR, STEPHEN M |  | 1042 E MURDOCK DR | PLEASANT GROVE | UT | 84062 | 801-318-9607 |


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| TERRY, RODNEY K | THE TOOL MAN LLC | 2898 S 580 W | SYRACUSE | UT | 84075 | 801-620-0945 |
| WEST, WILLIAM DON |  | 1550 E BRAXTON | LOGAN | UT | 84321 | 435-770-0284 |
| WRIGHT, CODY R | CRW TOOLS LLC | 4398 W 5825 S | HOOPER | UT | 84315 | 801-390-3399 |
| ADAMS, WILLIAM A | BA TOOLS INC | 5510 HINTON ST | SPRINGFIELD | VA | 22151 | 571-386-6551 |
| ANDERSON, JOHN W | JOHN ANDERSON, LLC | 11330 DUMAINE DR | MIDLOTHIAN | VA | 23112 | 804-337-0455 |
| ARMBRUST, BRIAN M | ARMBRUST, INC | 749 WASHINGTON DRIVE | CHESAPEAKE | VA | 23322 | 757-448-7762 |
| AUSTIN, ETHAN T | ETA TOOLS, LLC | 1098 CEDAR LN | BUCHANAN | VA | 24066 | 540-204-5055 |
| AUSTIN, TODD R | AUSTIN ENTERPRISES OF BUCHANAN, INC. | 724 CEDAR LN | BUCHANAN | VA | 24066 | 540-761-1254 |
| BACCARI, NICHOLAS J | DOGGIE BLACK, INC | 6808 ONTARIO ST | SPRINGFIELD | VA | 22152 | 703-409-7737 |
| BAGBEY, GEORGE (Estate of) | GEORGE A. BAGBEY, INC. | 5055 OLD CLUSTER SPRINGS RD | SOUTH BOSTON | VA | 24592 | 434-470-0574 |
| BARGER, DONALD W |  | 1155 QUAIL DR | GOODVIEW | VA | 24095 | 434-841-7627 |
| BASSETT, CHRISTOPHER A | BASSETT TOOLS, INC. | 2937 FORREST ACRE TR | SALEM | VA | 24153 | 540-761-2673 |
| BEERY, DANIEL P | BEERY ENTERPRISE INC. | 5439 CROSSRAIL DR | BURKE | VA | 22015 | 571-404-9418 |
| BRANN, TIMOTHY R | TIMMY BRANN, INC. | 1356 RICHNECK RD | WARSAW | VA | 22572 | 804-366-4503 |
| BRETZ, BENJAMIN D | BB TOOLS, INC. | 504 5TH ST | BLACKSTONE | VA | 23824 | 804-551-2915 |
| BROWN, JAMES D | JIM'S TOOL SERVICE, INC | 94 ULYSSES WAY | LINDEN | VA | 22642 | 703-898-2177 |
| BROWN, RICHARD L | TOOL WAGON LLC | 1114 TEMPLETON MILL RD | LYNCHBURG | VA | 24503 | 434-610-9664 |
| BRYANT, ROBERT S | BRYANT TOOLS, INC | 397 MILL RD | WOODSTOCK | VA | 22664 | 540-335-3139 |
| BUTCHER, ROBERT B | BUTCHER ENTERPRISES, INC | 10627 CHESTERWOOD DR | SPOTSYLVANIA | VA | 22553 | 540-642-3833 |
| CAMPBELL, JOSEPH M | CAMPBELL ENTERPRISE LLC | 1994 BIG ISLAND HWY | BEDFORD | VA | 24523 | 540-666-0445 |
| CARLSON, BRIAN J | B CARLSON, LTD | 12512 BRISTOW RD | NOKESVILLE | VA | 20181 | 571-241-9945 |
| CARTWRIGHT, MARK W | CARMA TOOLS, INC | 6724 LIEGE HL | MOSELEY | VA | 23120 | 804-291-8768 |
| CHARNICK, ELMER W | W.C. TOOLS, INC | 375 PINE TREE DR | URBANNA | VA | 23175 | 804-815-5145 |
| CHAVEZ, JOSE M | JIREH CONCEPTS INC. | 3908 TEDRICH BLVD | FAIRFAX | VA | 22031 | 703-283-0490 |
| CHEELY, MARK | MDK TOOLS, INC. | 334 BRUNSWICK DR | BRODNAX | VA | 23920 | 804-731-8475 |
| CONRON, PATRICK (MD outlet) | CONRON TOOL COMPANY, INC. | 6107 STEGEN DR | ALEXANDRIA | VA | 22310 | 301-980-4108 |
| COOK, KELVIN D | R \& K TOOLS LLC | 3905 WILMINGTON CT | VIRGINIA BEACH | VA | 23453 | 757-309-8250 |
| COOK, MICHAEL | MIKE COOK TOOLS, INC | 10096 MEADOW POND DR | MECHANICSVILLE | VA | 23116 | 804-338-6280 |
| DADEY, CRAIG J | DADEY BUNCH, INC | 6325 MATTAWAN TRAIL | MECHANICSVILLE | VA | 23116 | 804-357-3483 |
| DALTON, ERIC M | ABSOLUTE TOOLS, LLC | 3922 N WESTERN PIKE | WINCHESTER | VA | 22603 | 540-533-7889 |
| DAVIS, STEPHEN TYLER | TYBEK TOOLS, INC | 119 CLEMENT DR | WIRTZ | VA | 24184 | 540-769-7852 |
| DAVIS, TODD C | TOANO TOOLS, INC. | 155 TURNERS NECK RD | TOANO | VA | 23168 | 757-508-2209 |
| DENNIS, JAMES W | BILL DENNIS TOOL SALES LLC | 4405 PUTNAM CT | VIRGINIA BEACH | VA | 23462 | 757-289-1185 |


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| DODD, WAYNE D. |  | 8103 WYNTREBROOKE CT | RICHMOND | VA | 23235 | 804-356-8299 |
| DOUGHTON, DANNY | DMD TOOL SALES, INC. | 232 MCNEIL MILL RD | ROCKY MOUNT | VA | 24151 | 276-634-7357 |
| ENGLISH, KEVIN D | K \& A ENTERPRISES OF VIRGINIA, INC | 222 CLEMENTS DR | TAPPAHANNOCK | VA | 22560 | 804-445-5994 |
| ESCOBAR, JOSE E | JESCOBAR TOOLS, INC | 9908 AIREDALE CT | BRISTOW | VA | 20136 | 703-969-0452 |
| FLIPPO, DAVID A | FLIP'S TOOL SALES, INC | 287 DEACON RD | FREDERICKSBURG | VA | 22405 | 540-479-5189 |
| FUNKHOUSER, CODI H | FUNKHOUSER TOOLS, INC | 188 CRANEY ISLAND RD | NEW MARKET | VA | 22844 | 540-325-4124 |
| GAINES, SHAWN P | GAINES TOOLWORX, INC | 340 WATKINS FARM RD | RUSTBURG | VA | 24588 | 434-660-7544 |
| GAITHER, CHRISTOPHER M | VALHALLA TOOLS LLC | 500 AUGUSTA AVE | PORTSMOUTH | VA | 23707 | 757-288-8433 |
| GEFFERT, WILLIAM J | W J GEFF ENTERPRISES, INC. | 445 OAK SPRINGS DR | AYLETT | VA | 23009 | 804-514-9998 |
| GOAD, VINCE ALAN (NC outlet) |  | 505 SOUTH MAIN ST | HILLSVILLE | VA | 24343 | 276-733-4726 |
| GROVE, PHILLIP T | HEN HOUSE ENTERPRISES INC | 6014 SMITH CREEK RD | NEW MARKET | VA | 22844 | 540-325-4994 |
| HALL, LESLIE C | C AND J TOOLS OF ESSEX, INC | 2283 POWCAN RD | BRUINGTON | VA | 23023 | 804-366-7627 |
| HAMILTON, STEVEN M | HIGH SPEED TOOLS LLC | 3721 BRIDLEPATH LN | VIRGINIA BEACH | VA | 23456 | 757-717-7627 |
| HARTLEY, HAROLD W | HARTLEY TOOL CO LLC | 125 DAWN PL | BRISTOL | VA | 24201 | 423-612-4686 |
| HEDRICK, MELVIN G | K\&G ENTERPRISES, LLC | 145 HEDRICK DR | WYTHEVILLE | VA | 24382 | 276-620-6080 |
| HERCEG, GEORGE | HERCEG TOOL SALES, INC. | 5213 WATERCREST RD | MIDLOTHIAN | VA | 23112 | 804-338-7746 |
| HOLLAND, EARL GLENN |  | 114 BRADLEY DR | YORKTOWN | VA | 23692 | 757-342-3349 |
| JENKINS, PHILLIP EDWARD | AKB TOOLS, INC | 6010 BELMONT RD | MINERAL | VA | 23117 | 540-748-2055 |
| JOHNSTON, KEITH C. | K.C. JOHNSTON ENTERPRISES INC. | 37665 PIGGOTT HOUSE PL | PURCELLVILLE | VA | 20132 | 703-929-7106 |
| JONES, JACK DWAYNE | TOOLS IN MOTION, INC. | 1133 NEWMARKET DR | VIRGINIA BEACH | VA | 23464 | 757-713-2056 |
| JORDAN, DAVID B | JORDAN TOOLS, LLC | 21233 FROG LEVEL RD | RUTHER GLEN | VA | 22546 | 804-356-5309 |
| KANDZIOR, WILLIAM TODD | TODD KANDZIOR TOOL CO, INC | 1704 MOLES RD SW | WILLIS | VA | 24380 | 540-272-3087 |
| KEELER, JOHNNY LEE | DIRT POOR PERFORMANCE \& TOOLS INC | 5679 N SEMINOLE TRL | BRIGHTWOOD | VA | 22715 | 540-937-0784 |
| KEYS, HARLEY D |  | 11 ESSEX RD | GROTTOES | VA | 24441 | 540-487-5554 |
| KING, PAUL T | KING AND SONS TOOLS LLC | 15201 TURNER DR | SMITHFIELD | VA | 23430 | 757-472-4077 |
| KNIGHT, ERIC T |  | 1604 MAGRUDER RD | SMITHFIELD | VA | 23430 | 757-751-3831 |
| LOYD, TIMOTHY D | TIM THE TOOL MAN INC | 13 CONSTITUTION AVE | PORTSMOUTH | VA | 23704 | 757-567-0995 |
| LYONS, BRYAN LEE | LYONS TOOL SALES, INC. | 14120 GUSTY KNOLL LN | LEESBURG | VA | 20176 | 703-929-6781 |
| MASSIE, C.W. |  | 977 SEMINOLE TR STE 223 | CHARLOTTESVILLE | VA | 22901 | 434-981-1220 |
| MCDONALD, DAVID W | TOOLS 4 U, LLC | 1645 CARPERS PIKE | GORE | VA | 22637 | 540-323-1619 |
| MCGHEE, DAVID D | MCGHEE PROVIDENTIAL LLC | 2700 BIRKDALE LN | NORTH CHESTERFIELD | VA | 23236 | 804-295-7222 |
| MCQUARRIE, ANDREW N | ANM ENTERPRISES LLC | 13267 WICKERTON LN | HANOVER | VA | 23069 | 804-938-3678 |

Franchisees as of January 1, 2022

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| MIDLIN, CHRISTOPHER J | MIDLIN TOOLS LLC | 1505 TIMBERCREST LN | HENRICO | VA | 23238 | 804-922-3852 |
| MORGAN, MATTHEW J | MORGAN TOOL COMPANY, INC. | 2809 LEWIS B PULLER MEMORIAL H | SALUDA | VA | 23149 | 804-832-3914 |
| MOTTLEY, WILLIAM E | ALL TOOLS INC. | 1885 HOPE MEADOW WAY | POWHATAN | VA | 23139 | 703-598-6349 |
| NANNI, JAY R | TOP SHELF TOOLS INC | 1009 EAGLE POINT DR | VIRGINIA BEACH | VA | 23456 | 757-892-0770 |
| PANTAK, MARTIN R (NC outlet) | F \& M TOOLS LLC | 1500 LINDEN AVE | CHESAPEAKE | VA | 23325 | 757-343-0152 |
| PARDUE, RICHARD STEPHEN | TOOLBUS TOOLS, INC | 13125 GREENWOOD CREEK DR | ASHLAND | VA | 23005 | 804-677-3743 |
| PEARSON, CHRISTOPHER | PEARSON TOOLS, INC. | 25302 INDEPENDENCE RD | UNIONVILLE | VA | 22567 | 540-661-7756 |
| PIERCE, SEAN P | HIGH IMPACT TOOLS, INC | 37309 SNICKERSVILLE TPKE | PURCELLVILLE | VA | 20132 | 703-932-9582 |
| POST, JOHN A | J \& LTOOLS, INC. | 388 SUNSET ST | STRASBURG | VA | 22657 | 540-331-8932 |
| PRUETT, BRADFORD S | PRUETT ENTERPRISES, INC. | 17717 PEPMEIER HILL RD | WOODFORD | VA | 22580 | 540-455-6200 |
| REED, KENNETH C | K. REED ENTERPRISES, LLC | 1457 STOVERSCHOOL RD | GREENVILLE | VA | 24440 | 540-290-2596 |
| ROWELL, KEVIN STACY | ROWELL TOOL AND EQUIPMENT COMPANY LLC | 700 GALLBUSH RD | CHESAPEAKE | VA | 23322 | 757-416-4537 |
| SCHAFFER, MARK | SCHAFFER ENTERPRISES, INC. | 10460 GREENE DR | LORTON | VA | 22079 | 703-328-4072 |
| SHIFFLETT, WAYNE A |  | 2480 SAWMILL RUN LANE | ELKTON | VA | 22827 | 540-820-4268 |
| SMITH, REGAN J | GBI TOOL SUPPLIES LLC | 2900 MAINSTONE DR | FAIRFAX | VA | 22031 | 202-870-1076 |
| STURGILL, BANFORD D | BDS TOOLS, LLC | 18800 ELTHAM RD | WEST POINT | VA | 23181 | 804-314-1574 |
| TRAIL, MATTHEW J | M.C.J.H. SERVICES, INC | 3331 MINTONVILLE POINT DR | SUFFOLK | VA | 23435 | 757-404-1243 |
| TUNSTALL, KEVIN M | DAGGIE'S TOOLZ LLC | 108 CREST CIR | WINCHESTER | VA | 22602 | 540-877-7644 |
| TUPPINCE, LORENZO T | STRATEGIC TOOL SOLUTIONS LLC | 4031 FRYE TERR | SOUTH <br> CHESTERFIELD | VA | 23834 | 804-638-4018 |
| TYLER, CHRISTOPHER S | 5TYLERS ENTERPRISE LLC | 2788 TOLERS FERRY RD | HUDDLESTON | VA | 24104 | 540-537-5169 |
| WERTHEIMER, CARY F | WERTHEIMER TOOLS, INC | 570 BENT CREEK LN | BUMPASS | VA | 23024 | 540-940-3245 |
| WHEELER, CHARLES SLAYTON | W \& W ENTERPRISES, INC. | PO BOX 5303 | HERNDON | VA | 20172 | 703-898-7159 |
| WILEY, CHARLES S | WILEY TOOLS, INC. | 6115 TRUMPET DR | SUFFOLK | VA | 23437 | 757-297-0672 |
| WILLIAMS, JEREMIAH D | JD'S TOOL SALES LLC | 220 WALNUT LN | KING WILLIAM | VA | 23086 | 804-475-4436 |
| WINK, ROBERT C | WINK ENTERPRISES INCORPORATED | 20387 FALLSWAY TER | STERLING | VA | 20165 | 703-463-4058 |
| WOOLDRIDGE, RONNIE | RONNIE WOOLDRIDGE, INC. | 649 CROSSROADS LN | EVINGTON | VA | 24550 | 434-841-7327 |
| WOOLDRIDGE, THOMAS W | THOMAS TOOLS, INC. | 255 WHITE CYPRESS DT | FOREST | VA | 24551 | 434-841-7168 |
| ZOLLNER, ANDREW L | zOLLNER ENTERPRISES, INC | 221 HULLS CHAPEL RD | FREDERICKSBURG | VA | 22406 | 540-840-5073 |
| BLAIR, DAVID ME | DAVID BLAIR TOOL SALES L.L.C. | 1472 ROUTE 5 | ORLEANS | VT | 05860 | 802-673-6528 |
| GIBB, PETER B | PBG ENTERPRISES, LLC | 22 GRANDVIEW TERRACE | RUTLAND | VT | 05701 | 802-236-5761 |
| HAYES, JUSTIN G | JGH TOOLS, LLC | 457 OLD CREAMERY RD | WILLISTON | VT | 05495 | 802-578-3786 |


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| HOLCOMB, SHAUN M | SMH TOOLS LLC | 35 KEYSTONE DR | WILLISTON | VT | 05495 | 802-881-4140 |
| KRUGER, JEFFREY S | JEFF KRUGER, LLC | 252 EAST THOMPSONS POINT ROAD | CHARLOTTE | VT | 05445 | 802-238-6660 |
| LAPERLE, MARK RENALD | MRL ENTERPRISES, LLC | 419 HILL STREET EXTENSION | BERLIN | VT | 05602 | 802-229-8437 |
| MARTIN, CORY A | CAM TOOLS INC. | 976 RILEY RD | FRANKLIN | VT | 05457 | 802-309-0202 |
| PELTON, PETER | PELTON TOOLS LLC | PO BOX 73 | RUPERT | VT | 05768 | 802-379-5433 |
| SEVERANCE, TIMOTHY W | TKS TOOLS, INC | 21 MARBLE AVE | RUTLAND | VT | 05701 | 802-353-0032 |
| SMIRNOV, VLADIMIR A | VAS TOOLS, LLC | 23 TANGLEWOOD DRIVE | COLCHESTER | VT | 05446 | 802-233-4490 |
| TOWNE, EVAN B | TOWNE TOOL COMPANY LLC | 12 LENA CT | MILTON | VT | 05468 | 802-363-5896 |
| YOUNG, MICHAEL J |  | 303 PUCKERBRUSH WEST | HYDE PARK | VT | 05655 | 802-777-2697 |
| ADAMS, SHAUN |  | 13107 N E 144TH ST | BRUSH PRAIRIE | WA | 98606 | 360-518-1088 |
| ARRASTIO, JOSEPH M | J\&J TOOL LLC | 20714 E WATSON LN | OTIS ORCHARDS | WA | 99027 | 509-570-2225 |
| BOWMAN, JASON A |  | 9515 BADKE RD | SNOHOMISH | WA | 98290 | 425-870-9589 |
| BRAVO, ADRIAN | BRAVO TOOLS LLC | 2104 DILLEY CT | MOSES LAKE | WA | 98837 | 509-750-4205 |
| BROSTROM, CHRISTOPHER A | SNO-KING TOOLS LLC | 9205 34TH PL NE | LAKE STEVENS | WA | 98258 | 425-287-1615 |
| CARLSON, ANDREW B (OR outlet) | ABC TOOL SOLUTIONS, LLC | 15711 NE 4TH ST | VANCOUVER | WA | 98684 | 503-320-4475 |
| CARPENTER, MICHAL L | MLC TOOLS, LLC | 2717 TURK DR | TULALIP | WA | 98271 | 425-750-1856 |
| CLARKE, MARK A | M.CLARKE INC | 10905 NE 120TH AVE | VANCOUVER | WA | 98682 | 415-900-7006 |
| CONTE, VINCENT A | VINCE CONTE TOOLS SALES LLC | 6821 KEEFE RD | FERNDALE | WA | 98248 | 206-849-5817 |
| ELDER, BRADLEY BT | BRADLEY ELDER INC | 2855 SW 106TH ST | SEATTLE | WA | 98146 | 425-301-8525 |
| ELLITHORPE, ROGER | ROGER E. ELLITHORPE, LLC | 15220 NE 209TH PL | BRUSH PRAIRIE | WA | 98606 | 360-904-0505 |
| FELTON, RYAN SCOTT | FELTON TOOLS LLC | 3124 56TH ST SW | EVERETT | WA | 98203 | 425-238-4638 |
| FERGUSON, BRADLEY A | B RAD TOOLS, LLC | 2008 S TWEEDT CT | KENNEWICK | WA | 99338 | 509-948-2535 |
| GAMBOA, MICHAEL A (OR outlet) | MNMG TOOLS LLC | 256 NORTH GREEN GABLES LOOP | RIDGEFIELD | WA | 98642 | 971-266-9566 |
| GREEN, ADAM E |  | 1201 S CRYSTAL SPRINGS PL | TACOMA | WA | 98465 | 253-223-1700 |
| GREEN, BRUCE |  | 20045 GINA MARIE LN | BURLINGTON | WA | 98233 | 360-708-3873 |
| GRIFFITH, CRAIG D | CDG INDUSTRIES LLC | 781 QUAIL RUN DR | YAKIMA | WA | 98908 | 503-593-3641 |
| HAMER, KEVIN | HAMER TOOLS, LLC | 3922 NORTHRIDGE PLACE SE | LACEY | WA | 98503 | 707-787-7592 |
| HANSON, WALLACE L | TOOL TIME LLC | 2194 ELGIN RD NE | MOSES LAKE | WA | 98837 | 509-750-7640 |
| HARRINGTON, DANIEL P | BLUE MOUNTAIN TOOLS, CORP | 108 JOHNSON HOLLOW | DAYTON | WA | 99328 | 509-520-4531 |
| HICKAM, RYAN E | RH TOOLS, LLC | 13051 3RD AVE NW | SEATTLE | WA | 98177 | 206-697-0404 |
| HICKAM, TREVOR S | TREVOR HICKAM TOOLS SALES LLC | 215 153RD ST SE | LYNNWOOD | WA | 98087 | 425-327-0831 |


| INDIVIDUAL FRANCHISEE OR PRINCIPAL OWNER | FRANCHISEE ENTITY | ADDRESS | CITY | STATE | $\begin{gathered} \text { ZIP } \\ \text { CODE } \end{gathered}$ | PHONE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| HOLT, JERRY C | HOLT TOOLS, LLC | 11115 SOUTHEAST 183RD PL | RENTON | WA | 98055 | 253-293-4166 |
| HUGHES, CRAIG D | CRAIGS QUALITY TOOLS, INC | 5416 ST CHARLES LOOP NE | OLYMPIA | WA | 98516 | 360-888-5591 |
| JULIANO, CHRISTOPHER B |  | 13248 4TH AVE NW | SEATTLE | WA | 98177 | 206-683-5963 |
| KELSO, KEVAN G | K\&R TOOLS LLC | 402 CASCADE WAY | LYNDEN | WA | 98264 | 360-941-9311 |
| LEGGE, DONALD E | LEGACY ACCESSORIES INC | 6617 232ND AVE E | BUCKLEY | WA | 98321 | 425-757-4500 |
| LEWIS, NORBERT C | LEWIS TOOLS LLC | 1213 BEHSHEL RD | KELSO | WA | 98626 | 360-946-1627 |
| LIMPUS, MATTHEW C. | OLYMPUS TOOL SUPPLY LLC | 25850 175TH PL SE | COVINGTON | WA | 98042 | 253-217-6761 |
| MCMILLIN, RICHARD | PAPA MAC TOOL SOLUTIONS LLC | 1801 GREENWAY | YAKIMA | WA | 98902 | 509-961-3805 |
| MILLER, WALTER M | MILLERS TOOL TIME LLC | 7108 85TH AVENUE SE | SNOHOMISH | WA | 98290 | 425-343-8084 |
| MONDY, JARRETT J (OR outlet) |  | 3417 NE 154TH AVE | VANCOUVER | WA | 98682 | 503-866-7012 |
| MORGAN, TIMOTHY R | DEEP SOCKET TOOLS LLC | 4024 E 31ST AVE | SPOKANE VALLEY | WA | 99223 | 509-939-9833 |
| MUELLER, STEVEN A | LEADING EDGE TOOLS LLC | 1424 HWY 603 | CHEHALIS | WA | 98532 | 253-307-4236 |
| MULLER, CHARLES F. | CNC TOOLS LLC | 25712 SE 310TH ST | BLACK DIAMOND | WA | 98010 | 206-409-6050 |
| MUSTAIN, ROBERT G | THE MUSTAIN GROUP INC. | 5205 S WASHINGTON ST | TACOMA | WA | 98409 | 360-301-3597 |
| OIEN, JEFFREY S | VARSITY TOOLS LLC | 7808 NORTH FOX POINT DR | SPOKANE | WA | 99208 | 509-994-5806 |
| PERROUX, MATTHEW B | PROX TOOL SYSTEMS LLC | 410 S ELLIOTT AVE | WENATCHEE | WA | 98801 | 509-209-6907 |
| QUINTUS, RICHARD D | QUINTUS FAMILY TOOLS LLC | 7008 176TH AVE SW | LONGBRANCH | WA | 98351 | 425-306-1488 |
| SARGENT, DAVID W | SARGENT TOOLS LLC | PO BOX 826 | PORT ANGELES | WA | 98362 | 253-468-5461 |
| SHORT, JUSTIN M | JUSTIN SHORT TOOLS, LLC | 6303 52ND AVE W | UNIVERSITY PLACE | WA | 98467 | 253-376-2898 |
| SINCLAIR, SHAWN | SRS TOOLS, INC | 222 N FLINT RD | SPOKANE | WA | 99224 | 208-305-9537 |
| SMART, DARREN R |  | 17700 S E 40TH PL | BELLEVUE | WA | 98008 | 425-941-1345 |
| SMITH, SCOTT W | WINFIELD IV, LLC | 15113 61ST DR SE | SNOHOMISH | WA | 98296 | 206-963-1038 |
| SMITH, ZACHARY A |  | 712 SOUTH HUSON STREET | TACOMA | WA | 98405 | 253-222-0991 |
| SOHOLT, DEREK C | DEREK SOHOLT TOOLS, LLC | 2907 128TH ST E | TACOMA | WA | 98445 | 253-389-8250 |
| TAWNEY, BRETT M ** | TAWNEY TOOLS LLC | 60836 WESTVIEW DR | NINE MILE FALLS | WA | 99026 | 904-228-0778 |
| THOMAS, NATHANIAL PRESTON | THOMAS FAMILY ENTERPRISES LLC | 9249 WHITE FIR DR NE | LACEY | WA | 98516 | 707-889-6067 |
| THOMPSON, GREGORY E | GREGORY THOMPSON, LLC | 13231 166TH AVE SE | RENTON | WA | 98059 | 425-417-8230 |
| THOMPSON, JAKE G | THOMPSON TOOLS LLC | 26625 314TH AVENUE SE | RAVENSDALE | WA | 98051 | 425-417-7030 |
| THURMAN, ZACKARY C | ZTTOOLS LLC | 3918 N MADISON ST | SPOKANE | WA | 99205 | 509-951-3863 |
| TOBIN, MARK PAUL | THE TOBIN GROUP, INC | 8007 162ND AVENUE KP S | LONGBRANCH | WA | 98351 | 253-209-1609 |
| UNDERWOOD, GEORGE B (OR outlets) | G-WOOD CONCEPTS, INC | 16317 NE 234TH ST | BATTLE GROUND | WA | 98604 | 360-450-8814 |
| VOSS, KENNETH J | VOSS TOOLS LLC | 5124 SLEATER KINNEY RD NE | OLYMPIA | WA | 98506 | 360-239-8341 |
| WALKER, NATHANIEL B |  | 14407 120TH STREET COURT KPN | GIG HARBOR | WA | 98329 | 253-282-5985 |


| INDIVIDUAL FRANCHISEE OR PRINCIPAL OWNER | FRANCHISEE ENTITY | ADDRESS | CITY | STATE | $\begin{aligned} & \text { ZIP } \\ & \text { CODE } \end{aligned}$ | PHONE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| WEST, CODY J | WEST COAST TOOLS LLC | 28650 KENT BLACK DIAMOND RD SE | KENT | WA | 98042 | 206-817-6332 |
| WILSON, MATT J | MATT WILSON ENTERPRISES | 12501 GLENWOOD AVE SW | LAKEWOOD | WA | 98499 | 360-490-4506 |
| ZEBLEY, MATTHEW T | MATTS TOOL TRUCK CORP | 10214 52ND DR NE | MARYSVILLE | WA | 98270 | 425-971-8568 |
| ZOLLER, ANDREW P | TRI-CITY TOOL SOLUTIONS, LLC | 3013 E LATTIN RD | WEST RICHLAND | WA | 99353 | 509-820-6269 |
| ADAM, JASON K (MN \& WI outlets) | MEADOWOOD TOOL CO., INC | 360 MEADOW VALLEY TRAIL | HUDSON | WI | 54016 | 715-441-2955 |
| BARTELS, WILLIAM F (IL outlet) | BARTELS TOOLS, INC | W5889 DURST RD | NEW GLARUS | WI | 53574 | 608-293-4528 |
| BORES, AUSTIN J | A/B TOOLS LLC | W5409 KENOSHA DR | ELKHORN | WI | 53121 | 262-745-3001 |
| BORHART, DANIEL F |  | N2503 STEINER RD | MONROE | WI | 53566 | 608-558-4550 |
| BRANDENBURG, JACOB D | BRANDY'S TOOL AND SUPPLY LLC | W2542 STATE HWY 64 | MEDFORD | WI | 54451 | 715-432-4788 |
| BREZINSKY, LYNN | LYNN BREZINSKY TOOL SALES, LLC | 1043 BRIARWOOD LN | FOND DU LAC | WI | 54935 | 920-948-5830 |
| COLE, WAYNE R | W COLE TOOLS LLC | 334 N RIVER RD | BURLINGTON | WI | 53105 | 262-475-9935 |
| DILLENBERG, CHRISTOPHER B | CD TOOLS, LLC | W5820 SOUTH OAK PARK CIRCLE | SHAWANO | WI | 54166 | 920-621-9327 |
| DIRKS, JON JAMES (MN outlets) | DIRKS BROS. LLC | 974 WERT RD | HUDSON | WI | 54016 | 612-845-8868 |
| ENDERS, BRADLEY PAUL | BRADLEY ENDERS, LLC | N7110 RIVERWOODS DR | SHEBOYGAN | WI | 53083 | 920-627-2723 |
| FALKNER, CASEY A | COLD STEEL LLC | 3222 FERN CT | EAU CLAIRE | WI | 54703 | 715-864-6369 |
| FAY, JONATHAN J | NORTHWOODS TOOLS LLC | N11466 US HIGHWAY 45 | ELCHO | WI | 54428 | 715-216-1215 |
| FRANKLAND, DANIEL CHRISTO |  | W10632 COUNTY RD J | LODI | WI | 53555 | 608-235-8665 |
| FUNK, TRAVIS A (MN outlet) |  | 1005 COUNTY RD A | HUDSON | WI | 54016 | 651-253-8626 |
| GARROW, STEPHEN THOMAS |  | 3505 N ASSOCIATION | APPLETON | WI | 54914 | 920-585-5414 |
| GASIOROWSKI, JEREMY J | JEREMY J GASIOROWSKI, LLC | 3960 COUNTY HWY O | SAUKVILLE | WI | 53080 | 262-388-1060 |
| GAULKE, TODD A | T AND A TOOLS, INC | 5613 N MILWAUKEE RIVER PKWY | GLENDALE | WI | 53209 | 414-573-7055 |
| GILMAN, ROBERT ALAN | ROBERTS TOOL SALES LLC | 8092 TRIBUTE DRIVE | NEENAH | WI | 54956 | 920-707-4998 |
| GOETZ, BRIAN S | BG TOOLS INC | 145556 COUNTY RD N | WAUSAU | WI | 54401 | 262-385-2047 |
| GONDEK, JEFFREY ROBERT (MN outlet) | J.G.TOOLS, INC | 2788 E STATE HIGHWAY 105 | SUPERIOR | WI | 54880 | 218-393-3691 |
| GREEN, CHRISTOPHER R | ELITE TOOL SALES LLC | 2720 88TH AVE | KENOSHA | WI | 53144 | 262-620-3686 |
| HAASL, JERMEY P | HAASL TOOLS LLC | 341 8TH AVE N | WISCONSIN RAPIDS | WI | 54495 | 608-462-3388 |
| HARPKE, ANDREW B | HARPKE TOOL \& EQUIPMENT LLC | 30635 WILD GOOSE LN | BURLINGTON | WI | 53105 | 847-354-8496 |
| HATCH, CHAD M (MN outlet) | WAGON LANDING TOOLS LLC | 1447 25TH AVE | AMERY | WI | 54001 | 651-769-7794 |
| HENRICKS, GARY J | JOE HENRICKS TOOLS LLC | 105 RIVER ST | COLFAX | WI | 54730 | 715-704-0117 |
| HOHNEKE, SHAWN P (MN outlet) |  | 518 MARSON DRIVE | HUDSON | WI | 54016 | 651-249-4959 |
| JANSON, CHARLES LYNN | CHARLES JANSON LLC | 18405 COUNTRYSIDE CT | BROOKFIELD | WI | 53045 | 414-350-0142 |

Franchisees as of January 1, 2022

| STATE | ZIP | CODE |
| :---: | :---: | :---: | PHONE


| INDIVIDUAL FRANCHISEE OR PRINCIPAL OWNER | FRANCHISEE ENTITY | ADDRESS | CITY | STATE | $\begin{aligned} & \text { ZIP } \\ & \text { CODE } \end{aligned}$ | PHONE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| SLANEY, JONATHON JAMES (IL \& WI outlets) | SLANEY SALES, LLC | 8342 COUNTY ROAD PD | VERONA | WI | 53593 | 608-574-3080 |
| STEEN, CHAD M | MEAN STEEN TOOLS, LLC | 6744 189TH ST E | CHIPPEWA FALL | WI | 54729 | 715-897-5752 |
| SWENSON, DANIEL SCOTT (MN outlet) | D. \& M. SWENSON ENTERPRISES, LLC. | W1024 OAK VALLEY RD | FOUNTAIN CITY | WI | 54629 | 507-429-9610 |
| TAB, ROBERT WALTER | R/T'S TOOLS LLC | 290 CATSKILL RD | WAUKESHA | WI | 53186 | 262-364-6587 |
| THOMAS, ERIC J | THOMAS TOOL SALES LLC | 2700 CROSSWAY RD | BURLINGTON | WI | 53105 | 262-758-0033 |
| VETRONE, MATHEW J | VETRONE TOOL SALES, LLC | W228S4758 DAISY LANE | WAUKESHA | WI | 53189 | 414-255-4306 |
| VISONA, KEVIN E | KLF LLC | 2469 N 65TH ST | WAUWATOSA | WI | 53213 | 815-861-1118 |
| WARNER, TIMOTHY C | TIM'S TOOL SALES LLC | N10241 TOWN HALL RD | MALONE | WI | 53049 | 920-203-8349 |
| WARTHAN, TODD C | WARTHAN TOOLS LLC | 17452 IMPERIAL RD | SPARTA | WI | 54656 | 608-633-1969 |
| WEBER, ANTON JOSEPH |  | W331 N9353 WEST SHORE DR | HARTLAND | WI | 53029 | 920-988-1558 |
| WEBER, JAMES FRANZISKUS |  | W339 N9570 TOWNLINE RD | OCONOMOWOC | WI | 53066 | 414-350-5127 |
| WENDRICKS, NATHON L | NW TOOLS LLC | 3249 WARM SPRINGS DR | GREEN BAY | WI | 54311 | 920-660-2651 |
| WEST, RICKEY E | RPK TOOLS LLC | 457 CANAL ST | MONDOVI | WI | 54755 | 715-495-5432 |
| WOLD, AARON RAYMOND | AARON WOLD INC. | N4702 COUNTY RD J | MENOMONIE | WI | 54751 | 715-556-8420 |
| YOUNG, JOHN STEVEN | J S TOOLS, LLC | 16228 WOODRIDGE LN | HAYWARD | WI | 54843 | 715-651-1970 |
| BURTON, ERIC A | BURTON'S TOOL ENTERPRISE LLC | 148 CANNERY LN | WINFIELD | WV | 25213 | 304-674-6621 |
| CALHOUN, TONEY F | CALHOUN TOOLS LLC | PO BOX 433 | KENOVA | WV | 25530 | 304-634-4792 |
| CAMERON, JAMES S | CAMERON'S TOOL SALES, LTD | 55 PEDAL CAR DR | INWOOD | WV | 25428 | 304-820-5525 |
| CREAGER, DAVID R |  | 200 C AND O DAM RD | DANIELS | WV | 25832 | 304-890-0179 |
| CREEL, SCOTT S (OH outlet) | SSCREEL ENTERPRISES LLC | 3316 BROAD ST | PARKERSBURG | WV | 26104 | 304-588-0220 |
| CULP, CLINTON W (VA outlet) | C \& S TOOLS, INC | 1188 COAL HERITAGE RD | BLUEFIELD | WV | 24701 | 703-740-7651 |
| FETTER, THOMAS | TOM FETTER, INC. | 6885 RADERS VALLEY RD | WILLIAMSBURG | WV | 24991 | 304-573-8204 |
| GALFORD, ROBERT S | GALFORD TOOLS LLC | 531 COAL BANK HILL RD | FAIRMONT | WV | 26554 | 304-594-6426 |
| GALLIS, ANDREW J | GALLIS TOOLS AND REPAIR LLC | 272 DONNA AVE | MORGANTOWN | WV | 26505 | 304-216-6551 |
| HARDY, NICHOLAS R |  | 144 RIFFLE LN | PETERSBURG | WV | 26847 | 304-851-7372 |
| HARMAN, DAVID R (OH outlet) | MOUNTAIN STATE TOOLS, LLC | 800 18TH ST | VIENNA | WV | 26105 | 304-480-1374 |
| HILL, TIMOTHY P | TPH ENTERPRISE TOOLS, LLC | 23 RENARD RUN | HURRICANE | WV | 25526 | 205-296-3830 |
| HINSHAW, MICHAEL S | HINSHAW TOOLS \& EQUIPMENT LLC | 1137 HICKORY MILL RD | HURRICANE | WV | 25526 | 304-545-8593 |
| JONES, DEVAN W (OH outlet) | JONES MOTORSPORTS LLC | 255 REEVES DR | WELLSBURG | WV | 26070 | 304-479-8431 |
| KIRK, RICHARD L (PA outlet) | KADAK TOOLS LLC | 203 MERIDETH STREET | MORGANTOWN | WV | 26508 | 907-229-5403 |
| PHILLIPS, WILLIS A |  | 4154 FAIRMONT RD | MORGANTOWN | WV | 26501 | 304-216-2096 |
| SAYRE, TERRY MATTHEW | SAYRE TOOL LLC | 632 RIDGEVIEW ESTATES | JANE LEW | WV | 26378 | 304-552-3661 |

Franchisees as of January 1, 2022

| INDIVIDUAL FRANCHISEE OR PRINCIPAL OWNER | FRANCHISEE ENTITY | ADDRESS | CITY | STATE | $\begin{gathered} \text { ZIP } \\ \text { CODE } \end{gathered}$ | PHONE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| STEWART, FRANKLIN R (MD outlet) | F STEWART ENTERPRISES INC | 448 REJOICE LN | HEDGESVILLE | WV | 25427 | 301-473-1472 |
| SUITER, CORY A | SUITER TOOLS UNLIMITED LLC | 163 KEATLEY RD | PRINCETON | WV | 24739 | 304-320-9424 |
| WHEELER, MATTHEW J | WHEELER DISTRIBUTION, LLC | 69 BIRD LANE | FAYETTEVILLE | WV | 25840 | 304-573-8223 |
| WOLFE, JASON C |  | 109 PARADISE LN | BELINGTON | WV | 26250 | 304-614-5017 |
| BANKER, TIMOTHY A. | BANKER TOOLS, INC | 1719 MCKINNEY DR | CHEYENNE | WY | 82009 | 307-631-4786 |
| BERRY, LEVI W | BOY'S N BERRYS LLC | 305 TATE WAY | ROCK SPRINGS | WY | 82901 | 307-760-5231 |
| EGAN, JEFFREY T | EGAN ENTERPRISES, INC | 1510 E 26TH ST | CASPER | WY | 82601 | 307-258-0355 |
| HELBERG, BRUCE W | HELBERG ENTERPRISES | 1681 ROAD 136 | CHEYENNE | WY | 82009 | 307-256-4240 |
| JACOBSON, KIRK L | K J TOOLS, LLC | 3710 HOMESTEAD LN | GILLETTE | WY | 82716 | 307-680-4996 |
| JOHNSON, ANDREW T | JOHNSON TOOL COMPANY, LLC | 44 PINGETZER RD | SHOSHONI | WY | 82649 | 307-921-1197 |
| MEDLOCK, DAVID P | MEDLOCK ENTERPRISES LLC | 1819 LUKER DR | CASPER | WY | 82609 | 307-439-9995 |
| ROTH, JIM W | J.R. TOOL COMPANY | 83 RED FOX DR | SHERIDAN | WY | 82801 | 307-751-4728 |
| SCHRAM, KEVIN M | KS TOOLS, INC | 363 SINCLAIR ST | GILLETTE | WY | 82718 | 307-680-6547 |
| STARR, ANDREW J | STARR TOOLS | 4142 COUNTY RD 212 | HILLSDALE | WY | 82060 | 307-421-5550 |
| WERON, RICHARD A (CO \& WY outlets) | WERON ENTERPRISES INC | 4512 BOBOLINK LN | LARAMIE | WY | 82070 | 307-760-4304 |
| WERON, RICHARD A (CO \& WY outlets) | TRUCK AND A PRAYER TOOLS, INC. | 4512 BOBOLINK LN | LARAMIE | WY | 82070 | 307-760-4304 |
| WILDER, CORY J | WILDER PERFORMANCE LLC | 834 N DAY ST | POWELL | WY | 82435 | 307-254-4567 |

## APPENDIX F

> Franchisees Who Had an Outlet Terminated, Canceled, Not Renewed or Otherwise Voluntarily or Involuntarily Ceased to do Business under the Franchise Agreement in the TwelveMonth Period Ended January 1, 2022

Note: In some instances, current and former franchisees sign provisions restricting their ability to speak openly about their experience with Snap-on. You may wish to speak with current and former franchisees, but be aware that not all former franchisees will be able to communicate with you.

If you buy this franchise, your contact information may be disclosed to other buyers when you leave the franchise system.
Franchisees Who Had an Outlet Terminated, Canceled, Not Renewed or Otherwise Voluntarily or Involuntarily Ceased to do Business Under the Franchise Agreement in the Twelve-Month Period ended January 1, 2022

## FRANCHISEE ENTITY

'M TOOLS, LLC


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\hline $480-250-8735$ <br>
\hline $951-240-1133$ <br>
\hline $602-628-4613$ <br>
\hline $928-358-2386$ <br>
\hline $323-855-4975$ <br>
\hline $928-296-2834$ <br>
\hline $661-340-3322$ <br>
\hline $619-368-7736$ <br>
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**The Franchisee voluntarily ceased to do business under a franchise agreement, but continues to operate under another franchise agreement as of fiscal year-end 2021
Franchisees Who Had an Outlet Terminated, Canceled, Not Renewed or Otherwise Voluntarily or Involuntarily Ceased to do Business Under the Franchise Agreement in the Twelve-Month Period ended January 1, 2022
INDIVIDUAL FRANCHISEE OR PRINCIPAL OWNER LINDSEY, SHEROD T (Deceased) LITKE, DALE G
MARINELLI, TONY M
MILLER, VICTOR O
MOORE, MATHEW C
PEPIN, JEFFREY B
MORDASINI, JOHN P (Deceased)
PIZANIE, JOHN ARTHUR
PIZANIE, JOHN AREN, JOHN J
POPYLISEN, JOHN J
PRICE, CHRISTOPHER S
REICH, LEO
SCHMITT, NICHOLAS
SCHNAARS, FRED
SILVA, EDGAR
SWEIDA, THOMAS M
AYMOND, JUSTIN M
EILERS, GARY R **Add'I Franchise
FIELD, WILLIAM H
**The Franchisee voluntarily ceased to do business under a franchise agreement, but continues to operate under another franchise agreement as of fiscal year-end 2021
Franchisees Who Had an Outlet Terminated, Canceled, Not Renewed or Otherwise Voluntarily or Involuntarily Ceased to do Business Under the Franchise Agreement in the Twelve-Month Period ended January 1, 2022

| INDIVIDUAL FRANCHISEE OR PRINCIPAL OWNER | FRANCHISEE ENTITY | ADDRESS | CITY | STATE | $\begin{aligned} & \text { ZIP } \\ & \text { CODE } \end{aligned}$ | PHONE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| GARDNER, KYLE D (IN term) | K G TOOLS LLC | 15067 W 50TH PL | GOLDEN | CO | 80403 | 720-219-6833 |
| MEDINA, ARMANDO | AMJR ENTERPRISES INC | 90 SUNLIGHT DR | GLENWOOD SPRINGS | CO | 81601 | 970-319-8660 |
| NEWMAN, CORY R | TLTC DISTRIBUTING LLC | 5320 COYOTE DR | FREDERICK | CO | 80504 | 303-210-6223 |
| PFEIFER, LANCE M | LS TOOLS LLC | 9608 BOUNTIFUL ST | FIRESTONE | CO | 80504 | 720-496-6546 |
| SHIPP, JOSEPH PATRICK | SHIPP CORPORATION NO. 1, INC. | 4862 S ROBB ST | LITTLETON | CO | 80127 | 303-887-5900 |
| SUNN, BARTON T. **Add'I Franchise | SUNN ENTERPRISES LLC | 699 GLEN CARO DR | GRAND JUNCTION | CO | 81506 | 970-216-3669 |
| PESSOLANO SR, JAMES |  | 11 CHARLIE'S CIR | SANDYHOOK | CT | 06482 | 203-395-8100 |
| VERNIC, FREDERICK C ${ }^{* *}$ Add'I Franchise | FCV TOOL SUPPLY, LLC | 1 HARTFORD SQUARE, DOOR 16N, BOX 18W | NEW BRITAIN | CT | 06052 | 860-942-2151 |
| BARNES, BRETT S | BRETT'S TOOL SOURCE, LLC | 3134 TURTLE LN | ORLANDO | FL | 32837 | 407-493-6876 |
| DICK, PETER LESLIE (Deceased) | SNAPPY TOOLS INC. | 140 SOUTHERLY LN | FLEMING ISLAND | FL | 32003 | 904-210-3949 |
| DUNFEE, THOMAS **Add'I Franchises | SNAPPY TOM'S LLC | 2268 W END CT | LEHIGH ACRES | FL | 33973 | 239-210-1137 |
| GHEORGE, KENNETH ARL | KEN GHEORGE, INC | 8938 HIDDEN ACRES DR | BOYNTON BEACH | FL | 33473 | 954-650-0376 |
| HIGLEY, PAUL JOSEPH |  | 4030 CRESTRIDGE DR | NEW SMYRNA BEACH | FL | 32168 | 386-233-4428 |
| LANCASTER, ANNE M | MUJER DE ACERO INC | 5400 10TH ST N | SAINT PETERSBURG | FL | 33703 | 813-541-8571 |
| LAWRENCE, JEFFREY SCOTT | LAWRENCE TOOLS, INC. | 3950 WILLIAMSON RD | FORT MYERS | FL | 33905 | 239-229-1794 |
| MUCHLER, BRUCE B **Add'I Franchise | MUCH BETTER TOOLS, INC. | 5144 CEDARBROOK LN | HERNANDO BEACH | FL | 34607 | 727-247-8110 |
| MUSILEK, GREG S |  | 811 MONTE CRISTO BLVD | SAINT PETERSBURG | FL | 33715 | 727-310-9596 |
| SCOTT, HAROLD |  | \#20 VILLAGE DR | ORMOND BEACH | FL | 32174 | 386-334-4260 |
| TADDEO, JAMES DAVID |  | 3338 WATERFORD DR | CLEARWATER | FL | 33761 | 727-458-3121 |
| URSINI, DAVID M | KWB GATOR TOOLS, INC | 3212 SAN MATEO ST | CLEARWATER | FL | 33759 | 727-452-5809 |
| VANVLIET, MICHAEL J | VAN VLIET ENTERPRISES, INC | 807 ROCK MOUNTAIN CT | VALRICO | FL | 33594 | 813-422-2482 |
| VERNON, ALEC MD ${ }^{* *}$ Add' $/$ Franchise | AV COASTAL ENTERPRISES, INC. | 860 TUCKER LN | COCOA | FL | 32926 | 321-298-2807 |
| DAUGHERTY, JAMES NORTHERN |  | 144 OLD FORTVILLE RD | GRAY | GA | 31032 | 478-960-2078 |
| DOBBS, LARRY T | T \& D TOOLS LLC | 374 SPINNER DR | JEFFERSON | GA | 30549 | 706-498-2625 |

Franchisees Who Had an Outlet Terminated, Canceled, Not Renewed or Otherwise Voluntarily or Involuntarily Ceased to do Business Under the Franchise Agreement in the Twelve-Month Period ended January 1, 2022

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| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| ELROD, CRAIG F | ELROD'S PERFORMANCE TOOLS LLC | 119 WATER OAK CT | TEMPLE | GA | 30179 | 678-876-6133 |
| HOLLAND, CHRISTOPHER J | C \& K TOOLS LLC | 180 JOHN CARTER RD | BLOOMINGDALE | GA | 31302 | 912-660-2681 |
| HYDE, WILLIAM B | HYDE'S TOOLS, LLC | 7824 HWY 362 | CONCORD | GA | 30206 | 805-850-8522 |
| MCCOY, KENNETH H | HDM SOLUTIONS, LLC | 423 DUTTON COMMUNITY ROAD SE | ADAIRSVILLE | GA | 30103 | 770-722-0410 |
| MCTIER, RUSSELL | MCTIER ENTERPRISES, INC. | 25 ASTER TERRACE | SPARTA | GA | 31087 | 478-952-4038 |
| MOCK, RALPH W |  | 2495 MCGARITY ROAD | MCDONOUGH | GA | 30252 | 912-614-4667 |
| SHATZEN, ERWIN MAX | EMAX TOOL COMPANY, INC | 3852 IVEY LN SW | LILBURN | GA | 30047 | 404-643-5097 |
| BUCKLIN, JOEL T ${ }^{* *}$ Add' $/$ Franchise | JOEL T BUCKLIN INC. | 8782 HIGHWAY F48 WEST | COLFAX | IA | 50054 | 515-249-2503 |
| KAY, DUANE FRANCIS |  | 2525 TIMBER AVE | CHARLES CITY | IA | 50616 | 641-425-1032 |
| MORRISEY, ERIN E | MORRISEY ENTERPRISES LLC | 5735 BRADY ST, APT 83 | DAVENPORT | IA | 52807 | 309-429-2434 |
| MORRISEY, MITCHELL R | MORRISEY TOOLS TOO LLC | 5735 BRADY ST, APT 58 | DAVENPORT | IA | 52806 | 309-373-4660 |
| SMALL, STEVEN MICHAEL | STEVE SMALL, INC. | 13000 NW 146TH AVE | MADRID | IA | 50156 | 515-203-7514 |
| BROWN, ANDREW H | AB TOOLS, LLC | 5146 N DOVE RIDGE PL | MERIDIAN | ID | 83646 | 208-703-2941 |
| MARBURGER, GEORGE G | GEORGE MARBURGER TOOLS LLC | 3096 S TERRI WAY | MERIDIAN | ID | 83642 | 208-407-2200 |
| TRAW, CLINTON L (OR term) | HIGH DESERT TOOLS INC. | 2716 DOGWOOD AVE | FRUITLAND | ID | 83619 | 541-709-8767 |
| BROMANN, CHRISTOPHER W | BROMANNIA TOOLS INC. | 1113 N CUMBERLAND CIRCLE | MCHENRY | IL | 60050 |  |
| DIXON, DAVID G | DIXON TOOL SALES, LLC | 65 PIER DR, APT 102 | WESTMONT | IL | 60559 | 630-437-0294 |
| DORICH, BRIAN EDMOND |  | 1510 77TH ST | DARIEN | IL | 60561 | 630-421-9411 |
| ENGHAUSEN, KEVIN RAY | ```ENGHAUSEN TOOL GROUP, LTD``` | 2672 COUNTY ROAD 350 E | MAHOMET | IL | 61853 | 217-202-8665 |
| KREITZER, KENNETH PAUL |  | 505 PALMER AVE | AURORA | IL | 60506 | 630-217-6830 |
| RAKERS, JEFFREY D |  | 3337 HEAVENLY DR | TRENTON | IL | 62293 | 618-407-4235 |
| SACHS, CLIFF EUGENE (MO term) | SACHS TOOL SERVICE LLC | 515 E ALTON | MARINE | IL | 62061 | 618-616-8295 |
| SAPP, JEFFERY P | J \& J TOOLS AND EQUIPMENT LLC | 960 ABBINGTON DR | CRYSTAL LAKE | IL | 60014 | 847-970-0891 |
| SCHIMEL, TOBY J | TJS TOOLS LLC | 1235 HICKORY LN | WOODSTOCK | IL | 60098 | 337-378-3025 |

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| DITTMAN, STEVEN PAUL (Deceased) |  | 62814 ASH RD | WAKARUSA | IN | 46573 | 574-305-0921 |
| HANCHAR, BRANDON M (IL term) | HANCHAR TOOLS LLC | 939 N RENSSELAER ST | GRIFFITH | IN | 46319 | 219-775-0841 |
| HIXSON, CHRISTOPHER P | HOTOCO, LLC | 2195 NORWICH PL | MARTINSVILLE | IN | 46151 | 765-346-6213 |
| SCHWARTZ, DAVID ELLIOT ( KY term) | DES TOOLS, LLC | 1214 HARVEST RIDGE BLVD | MEMPHIS | IN | 47143 | 502-773-6776 |
| TRAVAGLINI, BERNARD VITO |  | 10575 CRANBERRY DR | SAINT JOHN | IN | 46373 | 708-259-9683 |
| HILTUNEN, BRIAN A **Add'। Franchise | PRO TOOLS, LLC | 18080 150TH ST | BASEHOR | KS | 66007 | 913-209-9207 |
| RUMOLD, ANTHONY ALEXANDER |  | 5858 SW 26TH TERR | TOPEKA | KS | 66614 | 785-640-2614 |
| CURRAN, ARTHUR L | ALC ENTERPRISES, INC | 417 DAWSON HILL RD | LOUISVILLE | KY | 40299 | 502-396-8488 |
| DAVIDSON, PAUL E |  | 310 ARBOR LN | ELIZABETHTOWN | KY | 42701 | 270-268-7392 |
| KOEHLER, MATTHEW R | AC KOEHLER ENTERPRISES, INC | 2279 FLATLICK RD | MOUNT WASHINGTON | KY | 40047 | 502-797-8665 |
| POE, DANIEL | DAN'S TOOL SEVICE, LLC | 871 INDEPDENDENT STATION ROAD | INDEPENDENCE | KY | 41051 | 859-512-2059 |
| MARQUESS, WILLIAM A | AM ENTERPRISES KY, INC | 112 AZALEA AVENUE | BARDSTOWN | KY | 40004 | 502-264-2909 |
| MONTGOMERY, JAMIE DAIRL **Add'I Franchise | MONTGOMERY TOOLS, INC | 116 NORTON DR | RICHMOND | KY | 40475 | 859-626-2312 |
| NASH, JUSTIN B ${ }^{* *}$ Add'l Franchise | JLN ENTERPRISES, LLC | 617 ASHBURY CIRCLE | HOPKINSVILLE | KY | 42240 | 270-889-7092 |
| SULLIVAN, JEREMY L **Add'l Franchise | JCJ TOOLS, INC | 510 GREENCREST DR | CECILIA | KY | 42724 | 502-379-2220 |
| TODD, TRAVIS A **Add'I Franchise | TRAVIS TODD TOOL SALES LLC | 325 PISGAH STATION ROAD | VERSAILLES | KY | 40383 | 859-421-4771 |
| HALLARON, CHRISTOPHER S | HALLARON TOOL COMPANY LLC | 204 MINTMERE LN | YOUNGSVILLE | LA | 70592 | 337-781-9123 |
| HEBERT, TILDON CARROLL **Add'I Franchise | HEBERT TOOL COMPANY INC. | 207 SHADY PARK DR | LAFAYETTE | LA | 70508 | 337-319-7693 |
| ALLEN, ROBERT G |  | 188 RIVER ST | BERNARDSTON | MA | 01337 | 413-218-8640 |

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| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| DESJARLAIS, JAMES M **Add'I Franchise | J \& D TOOLS LLC | 10A JASMINE RD | MEDWAY | MA | 02053 | 508-254-5045 |
| DENNEN, RICHARD, Estate of Richard A. Dennen (RI term) |  | 98 NEW ST | REHOBOTH | MA | 02769 | 401-529-7775 |
| SHANGRAW, SCOTT M |  | 20 MIDDLE ST | ATTLEBORO | MA | 02703 | 508-958-5976 |
| ANDERS, RONALD |  | 3565 ADY RD | STREET | MD | 21154 | 410-459-4630 |
| GRIFFEY, JOEY L | GRIFFEY TOOLS INC | 1197 RAMBLEWOOD DR | ANNAPOLIS | MD | 21409 | 410-693-3155 |
| RYAN, JOHN F |  | 105 EDNOR ROAD | SILVER SPRING | MD | 20905 | 301-370-8138 |
| SCRIVENER, JEFFREY M |  | 7807 LINTHICUM RD | PASADENA | MD | 21122 | 410-977-8017 |
| REERA, ROBERT J **Add'I Franchise | HAPPY SNAPPY, INC | 77 MEADOW RD | RAYMOND | ME | 04071 | 603-998-6013 |
| BLANCHARD, NOLAN E | NB TOOLS LLC | 5705 WALLAKER RD | BENZONIA | MI | 49616 | 616-610-6392 |
| BRYKALSKI, JOSEPH CASIMER |  | 1028 ARBROAK WAY | LAKE ORION | MI | 48362 | 248-408-5102 |
| FREIBURGER, BRANDON R (Deceased) | B.R.F. TOOLS SALES LLC | 7886 INGLEWOOD DR | ALGONAC | MI | 48001 | 586-801-1089 |
| LENNING, MICHAEL | MICHAEL W LENNING, LLC | 2764 N HARRISON AVE | HARRISON | MI | 48625 | 989-339-6066 |
| MANDIGO, VAUGHN DOUGLAS |  | 66200 MEYERS RD | STURGIS | MI | 49091 | 269-251-2988 |
| STACH, ROBERT | RS TOOLS, LLC | 16664 WHITBY | LIVONIA | MI | 48154 | 734-637-1429 |
| TREVAS, KEN | TREVAS TOOL COMPANY LLC | 6337 ARGENTINE RD | HOWELL | MI | 48855 | 517-404-8716 |
| ENG, GARY R | CREDIT RIVER TOOLS, LLC | 7221 169TH ST EAST | PRIOR LAKE | MN | 55372 | 612-250-1903 |
| HENDRICKSON, RUTH N | CROW RIVER TOOLS LLC | $\begin{aligned} & 6200 \text { COUNTY RD 120, APT } \\ & 213 \end{aligned}$ | SAINT CLOUD | MN | 56303 | 320-247-3244 |
| LIND, BRYAN S | PROTOOLS GROUP LLC | 2201 2ND AVE SW | ROCHESTER | MN | 55902 | 507-993-8564 |
| PREESE, SEAN DAVID |  | 2204 GARFIELD ST NE | MINNEAPOLIS | MN | 55418 | 612-237-6816 |
| CULLEN, MICHAEL A | MAC CULLEN TOOLS LLC | 13363 WINTERGREEN ESTATES | FENTON | MO | 63026 | 618-401-4663 |
| GRAF, STEPHEN CHRISTOPHER |  | 12008 OLD ST CHARLES RD | BRIDGETON | MO | 63044 | 314-267-3866 |
| BOATWRIGHT, ROBERT B (AL term) | BOATWRIGHT TOOLS LLC | 131A CEDAR ST | PLANTERSVILLE | MS | 38862 | 256-390-5282 |
| PARKER, GARY DANIEL **Add'I Franchise (AL term) | PARKER TOOLS LLC | 194 BURNTBRIDGE ROAD | ELLISVILLE | MS | 39437 | 601-319-7627 |

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| STATE | ZIP <br> CODE | PHONE |
| :---: | :---: | :---: |
| MT | 59106 | $406-861-5410$ |
| MT | 59105 | $406-248-2475$ |
| MT | 59901 | $406-871-0130$ |
| NC | 27703 | $919-971-6130$ |
| NC | 27253 | $336-343-8105$ |
| NC | 27520 | $847-977-0318$ |
| NC | 28411 | $910-512-4188$ |
| NC | 28209 | $704-578-6127$ |
| NC | 28525 | $252-559-9330$ |
| NC | 28659 | $336-984-6192$ |
| NC | 27603 | $919-427-6253$ |
| NC | 27284 | $336-202-7876$ |
| NC | 28697 | $336-984-1756$ |
| ND | 58801 | $701-580-4321$ |
| ND | 58701 | $701-240-1971$ |
| NE | 68135 | $402-401-8340$ |
| NE | 68467 | $402-366-0600$ |
| NH | 03034 | $603-498-1070$ |
| NJ | 08225 | $856-912-3083$ |
| NJ | 07722 | $732-977-5529$ |
| NJ | 07860 | $973-271-3331$ |
| NJ | 07940 | $201-572-0082$ |
| NJ | 07438 | $973-477-8867$ |
| NJ | 07016 | $908-419-6686$ |
| NJ | 07753 | $732-804-3632$ |
| NJ | 08534 | $609-209-7013$ |
| NJ | 08009 | $609-313-7620$ |
| NJ | 08558 | $908-581-4311$ |
| NV | 89441 | $530-318-5807$ |

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| COLE, JONATHAN S | JSC ENTERPRISE LLC | 105 BUCKBOARD CIR | RENO | NV | 89508 | 775-848-1562 |
| DOSS, STEVEN J | DOSS TOOLS LLC | 4165 SNOWSHOE LN | RENO | NV | 89502 | 775-815-5996 |
| GRABLE, LUCRITA | GRABLE TOOL ENTERPRISES, INC. | 9170 MOHAWK STREET | LAS VEGAS | NV | 89139 | 702-712-6545 |
| WILES, DAVID | D.W. QUALITY TOOLS, LLC | 1617 S DEER RUN RD | CARSON CITY | NV | 89701 | 775-720-0295 |
| CAVALCANTE, ANTHONY T | CAVCO TOOLS LIMITED LIABILITY COMPANY | 16 REDWOOD LN | MILLER PLACE | NY | 11764 | 516-242-1707 |
| DEEP, MICHAEL J | DEEP'S TOOLS, LLC | 4181 STATE ROUTE 26 | VERNON | NY | 13476 | 315-525-5036 |
| DOW, MARK G | DREAM TOOLS, INC | 394 WILLARD RD | MASSENA | NY | 13662 | 315-250-6316 |
| FICO, DENNIS |  | 341 TOWNLINE RD | EAST NORTHPORT | NY | 11731 | 917-699-1829 |
| FLEISCHER, JOSEPH D | FLEISCHER'S TOOL SALES, INC | 5 DIXON WOODS | HONEOYE FALLS | NY | 14472 | 585-509-1374 |
| GOEBEL, JEFFREY F |  | 6159 PATRIOT DR, APT 18 | ONTARIO | NY | 14519 | 585-760-4344 |
| HAMLIN, SCOTT A **"Add'I Franchise | SCOTT HAMLIN, INC. | 641 SNAKEHILL RD | POESTENKILL | NY | 12140 | 518-424-1249 |
| LANG, EDWARD S |  | 317 BELMONT AVE | WEST BABYLON | NY | 11704 | 516-702-0973 |
| LAPHAM, MARK R |  | 116 GURBA DR S | STILLWATER | NY | 12170 | 518-542-5771 |
| MANUEL, JOHN G |  | 828 ATLANTIC ST | LINDENHURST | NY | 11757 | 516-903-0028 |
| MANUKIAN, GEORGE RICHARD **Add'I Franchise |  | 158-28 80TH ST | HOWARD BEACH | NY | 11414 | 718-916-1663 |
| MARRELLI, MARK E | M \& M TOOLS LLC | 30 ALBERT CT | DEPEW | NY | 14043 | 716-343-5793 |
| MILLER, HARVEY LAZUR |  | 105 BETTY RD | EAST MEADOW | NY | 11554 | 516-526-2495 |
| MOK, BOB | MIDTOWN AUTOMOTIVE TOOLS SALES AND SERVI | 340 E 64TH ST, APT 5P | NEW YORK | NY | 10065 | 917-692-6888 |
| NEGOESCU, RADU | BEST TOOLS INC | 89-12 74TH AVE | GLENDALE | NY | 11385 | 917-476-4199 |
| POPIELARZ, THOMAS G (Deceased) | TOM POPIELARZ TOOLS INC | 1724 CRESCENT RD | REXFORD | NY | 12148 | 518-275-7292 |
| SMITH, LAWRENCE M |  | 8587 WOODLAND DR | LE ROY | NY | 14482 | 585-739-1311 |
| TANZELLA, CHARLES LOUIS |  | 33 ROBERTA DR | CORTLANDT MANOR | NY | 10567 | 914-490-9699 |
| THEISEN, GORDON SCOTT | GT TOOLS, LLC | 6843 U S HIGHWAY 11 | POTSDAM | NY | 13676 | 315-244-0326 |
| ACORD, RONALD E **Add'I Franchise | ACORD TOOL SALES, LLC | 6436 GALE RD SW | PATASKALA | OH | 43062 | 740-641-6641 |

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| HAYASHI, GLENN DAVID |  | 724 PENDLEY RD | WILLOWICK | OH | 44095 | 440-944-0015 |
| JONES, MARC | JONESEY ENTERPRISES, INC. | 6684 CREAMER RD | ORIENT | OH | 43146 | 614-348-5350 |
| KINTER, JOHN RICHARD **Add'I Franchise | J KINTER TOOLS LLC | 22551 HAWLEY RD | WELLINGTON | OH | 44090 | 419-651-1341 |
| REASONER, MARK PRESTON **Add'I Franchise | REASONER TOOL SALES INC. | 2239 HOLT RD | GROVE CITY | OH | 43123 | 614-588-2488 |
| DAVISSON, BOBBY JOE |  | 17121 S 30TH ST | BISON | OK | 73720 | 580-554-7627 |
| HARDEMAN, STEVEN L (Deceased) | HARDEMAN TOOLS LLC | 15260 SE 44TH ST | CHOCTAW | OK | 73020 | 405-414-8075 |
| KOCH, KEITH ALAN |  | 1707 W AVENUE B | ELK CITY | OK | 73644 | 580-515-0846 |
| MILLER, MICHAEL J **Add'I Franchise | MILLER TOOL CO, LLC | 4107 NORGE RD | CHICKASHA | OK | 73018 | 405-320-2816 |
| MUDD, CHRISTOPHER ALAN |  | 1216 PRINCETON | PONCA CITY | OK | 74601 | 580-761-1212 |
| NEBHUT, JUSTIN R | NEBHUT TOOLS, LLC | 13417 NW 142ND ST | YUKON | OK | 73099 | 580-821-6595 |
| RAMPEY, MATTHEW Z | MR TOOLS, INC | 1456 N 435TH | PRYOR | OK | 74361 | 918-530-8854 |
| GONZALES, MICHAEL L | COOL TOOLS, LLC | 93109 POWERLINE RD | EUGENE | OR | 97408 | 541-517-8128 |
| GRITTMAN, JORDAN R | GRITTMAN INDUSTRIES, LLC | 17311 SW FINNIGAN HILL RD | HILLSBORO | OR | 97123 | 503-536-3068 |
| KORSTAD, NATHAN A | NK TOOLS, INC | 151 LAWRENCE ST | EUGENE | OR | 97401 | 541-914-8414 |
| RUCKER, JON D | RDD TOOLS, LLC | 1755 NORTHEAST SUNSET LN | GRANTS PASS | OR | 97526 | 541-762-7661 |
| BEAVER, JASON A | JASON'S TOOL \& SUPPLY LLC | 51 E NORTON DR | SOUTHAMPTON | PA | 18966 | 267-278-0967 |
| DAVIS, BRANDON M | 3B TOOLS SALES, LLC | 8991 RT 25 | SPRING GLEN | PA | 17978 |  |
| DEETER, JOSHUA A | DEETER ENTERPRISES LLC | 3227 RAYMILTON RD | UTICA | PA | 16362 | 814-516-7933 |
| DISALVO, FRANCIS C | FRANK'S AUTOMOTIVE REPAIR SERVICE, LLC | 5122 WINDSOR DR | STROUDSBURG | PA | 18360 | 570-856-4013 |
| DUCKWORTH, RANDY R |  | 506 GRANDVIEW ST | CLARKS SUMMIT | PA | 18411 | 570-881-7687 |
| HESS, JOSIAH D | HESS TOOLS LLC | 695 S RIDGE RD | DENVER | PA | 17517 | 717-572-9953 |
| HOLLIDAY, KEVIN J | E AND H TOOL SALES LLC | 5 KIMBERLY CT, PO BOX 204 | LAMPETER | PA | 17537 | 717-286-8409 |
| INGEBRITSON, BRAD A | ONE STOP CHROME SHOP, LLC | 300 MATTSON RD | GLEN MILLS | PA | 19342 | 610-952-8155 |
| JOHNSON, MATTHEW D | CAM OPERATIONS LLC | 867 ENGLESVILLE HILL RD | BOYERTOWN | PA | 19512 | 484-366-4085 |
| LOVELL, JEFFREY ${ }^{* *}$ Add'I Franchise | LOVELL ENTERPRISES LLC | 142 CYNTHIA DR | CANONSBURG | PA | 15317 | 412-652-0496 |
| RITENOUR, RUSSELL A | RITENOUR TOOLS, LLC | 2059 ISABELLA ROAD EXT | CONNELLSVILLE | PA | 15425 | 724-323-6184 |

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| SEDORCHUK, ROMAN R | SEDORCHUK INC | 1232 QUIET HILLS LN | EFFORT | PA | 18330 | 570-223-3570 |
| STEWART, CHRISTOPHER J |  | 779 RURAL VALLEY RD | WASHINGTON | PA | 15301 | 724-288-8426 |
| STEWART, PATRICK H ${ }^{* *}$ Add'l Franchise | STEWART TOOLS LLC | 15 WARD ST | WASHINGTON | PA | 15301 | 724-825-9441 |
| WEIDLER, WILLIAM M | BKW TRUCKING, LLC | 2606 EAST VALLEY RD | LOGANTON | PA | 17747 | 570-660-9456 |
| ETHIER, PETER | ELITE TOOLS INC | 21 CHICKADEE LN | WAKEFIELD | RI | 02879 | 401-500-0813 |
| BROWN, WARREN C | W. BROWN TOOL SALES, LLC | 2647 CARVER SCHOOL RD | COPE | SC | 29038 | 803-378-2588 |
| FRALEY, JAY P | SUNDOWNER TOOLS LLC | 1525 BRIDGEWOOD DR, UNIT 2 | FLORENCE | SC | 29501 | 843-607-5150 |
| FRIEDRICHS, DEREK M (NC term) | FRIEDRICHS AUTOMOTIVE SERVICE \& TOOL CO | 105 CLAY ST | GOOSE CREEK | SC | 29445 | 919-868-3578 |
| GREENE, CHARLES M **Add'I Franchise | CJE, INC | 4490 HORSESHOE BEND | MURRELLS INLET | SC | 29576 | 843-685-6432 |
| GRIGG, NATHANIEL D | TNG TOOLS LLC | 675 BRANCH VIEW DR | BOILING SPRINGS | SC | 29316 | 864-871-7192 |
| SHOPE, DANA IRVIN **Add'I Franchise | SNAP TRUCK PIEDMONT LLC | 520 W NORTH 1ST ST | SENECA | SC | 29678 | 864-325-9377 |
| SHOPE, DANA IRVIN **Add'I Franchise | SNAP TRUCK 123M KKC | 520 W NORTH 1ST ST | SENECA | SC | 29678 | 864-325-9377 |
| WESTMORELAND, CHAD A **Add'I Franchise (NC outlet) | C \& S TOOLS, INC | 1390 PIEDMONT RD | BLACKSBURG | SC | 29702 | 803-207-5018 |
| DAVIS, LARRY WAYNE |  | 2851 ESSEX RD | PIERRE | SD | 57501 | 605-280-7086 |
| MULLEN, ADAM D |  | 4600 SHADOW WICK LANE | ARLINGTON | TN | 38002 | 901-574-2602 |
| PETERSON II, ALAN C **Add'I Franchise | PETERSON TOOL DISTRIBUTION, LLC | 2529 STEWART CREEK RD | MURFREESBORO | TN | 37129 | 615-418-9201 |
| ANDERSON, ANTHONY J | ACRILLION ENTERPRISES, LLC | 1704 WARM SPRINGS DR | ALLEN | TX | 75002 | 469-297-3350 |
| BEARDEN, DALYN H | BEARDEN TOOLS LLC | 516 7TH ST | WOLLFORTH | TX | 79382 | 806-781-1092 |
| BEJROWSKI, EDWARD JOSEPH | BEJROWSKI TOOLS, INC | 2015 AMBER GLEN DR | KATY | TX | 77494 | 713-582-5540 |
| BRUGGMAN, DAVID ROY **Add'I Franchise | BRUGGMAN TOOL CO., INC | 2935 ROCKY OAK | SAN ANTONIO | TX | 78232 | 210-215-0033 |

**The Franchisee voluntarily ceased to do business under a franchise agreement, but continues to operate under another franchise agreement as of fiscal
Franchisees Who Had an Outlet Terminated, Canceled, Not Renewed or Otherwise Voluntarily or Involuntarily Ceased to do Business Under the Franchise Agreement in the Twelve-Month Period ended January 1, 2022

| INDIVIDUAL FRANCHISEE OR PRINCIPAL OWNER | FRANCHISEE ENTITY | ADDRESS | CITY | STATE | $\begin{gathered} \text { ZIP } \\ \text { CODE } \end{gathered}$ | PHONE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BRUNSON, MICHAEL R | BRUNSON TOOL \& EQUIPMENT, LLC | 774 HACIENDA WESLEY | ROBINSON | TX | 76706 | 254-640-2511 |
| FLOOD, REID ROBINSON (Deceased) |  | 2902 ST. MICHAEL DR | MANSFIELD | TX | 76063 | 972-979-9146 |
| GILL, JASON S | FOUR-BAGGER ENTERPRISES, LLC | 1312 TENNYSON DR | STEPHENVILLE | TX | 76401 | 325-642-7907 |
| GREGG, DAMON DONALD **Add'I Franchise | FAST TRAK TOOLS, INC. | 5500 FEED MILL DR | KELLER | TX | 76244 | 972-877-6463 |
| GUERRERO, JASON M | JMG TOOLS LLC | 3628 SE 32ND | AMARILLO | TX | 79103 | 806-341-4303 |
| HARRISON, BRIAN LEE |  | 2716 57TH ST | LUBBOCK | TX | 79413 | 806-790-7757 |
| HOBDY, GARY CECIL **Add'I Franchise | TAG TOOL WORX, LLC | 9206 NEW FORREST RD | SPRING | TX | 77379 | 281-723-6559 |
| ISBELL, MICHAEL SHANE | SHANE ISBELL TOOL COMPANY L.L.C. | 310 SADDLE CREEK FARMS DR | CROSBY | TX | 77532 | 281-924-1414 |
| LAPP, BENJAMIN ARTHUR **Add'I Franchise | LAPP ENTERPRISES, INC. | 2404 SAN MIGUEL DR | FRIENDSWOOD | TX | 77546 | 281-831-7048 |
| PLANT, DANIEL J | D\&L TOOLS LLC | 9990 CR 3375 | LOVELADY | TX | 75851 | 936-204-1888 |
| POLVADO, BOBBY W | POLVADO TOOLS LLC | 1 AGARITA CIR | WIMBERLEY | TX | 78676 | 512-558-1229 |
| REIDEL, ROBERT P | REIDEL TOOLS, LLC | 1450 HWY 156 | COLDSPRING | TX | 77331 | 281-723-8091 |
| SAWYER, CLIFFORD R | SAWYER TOOLS \& EQUIPMENT, LLC | 2402 CHARTER CREEK CT | MESQUITE | TX | 75181 | 214-605-1418 |
| SELLERS, PAUL E | PAUL SELLERS ENTERPRISES, LLC | 105 TOMAHAWK DRIVE | GAINESVILLE | TX | 76240 | 940-736-8297 |
| STUART, RUSSELL L |  | 108 LABRADOR LN | HALLSVILLE | TX | 75650 | 903-573-4519 |
| WALKER, TRENTON W |  | 1106 WILDWOOD DR | ANNA | TX | 75409 | 469-396-8824 |
| WORD, BOBBY LYNN **Add'I Franchise | BOBBY WORD TOOLS LLC | 230 PIN OAK LN | MAGNOLIA | TX | 77355 | 713-824-8759 |
| BETZ, DAVID L (WY term) | D\&L BETZ ENTERPRISE LLC | 293 HOUND ST | MORGAN | UT | 84050 | 801-557-0340 |
| BOLEY, GLEN A | GB TOOLS, LLC | 9558 S ECHO RIDGE DR | WEST JORDAN | UT | 84081 | 801-809-8096 |
| DENNIS, KEVIN PATRICK | KPD ENTERPRISES, LLC | 6683 AQUA VISTA COVE | SALT LAKE CITY | UT | 84121 | 801-573-0635 |
| BANFF, BRIAN E (Deceased) | PRYME TOOLS, INC | 412 AUGUSTA AVE | PORTSMOUTH | VA | 23707 | 757-592-2005 |

**The Franchisee voluntarily ceased to do business under a franchise agreement, but continues to operate under another franchise agreement as of fiscal
Franchisees Who Had an Outlet Terminated, Canceled, Not Renewed or Otherwise Voluntarily or Involuntarily Ceased to do Business Under the Franchise Agreement in the Twelve-Month Period ended January 1, 2022

| INDIVIDUAL FRANCHISEE OR PRINCIPAL OWNER | FRANCHISEE ENTITY | ADDRESS | CITY | STATE | $\begin{gathered} \text { ZIP } \\ \text { CODE } \end{gathered}$ | PHONE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| BELL, DAVID LEE (Deceased) | D.L. BELL TOOLS, INC | 5517 N MALLARD RUN | WILLIAMSBURG | VA | 23188 | 757-508-8665 |
| BREEDEN, CHANCE G |  | 5215 DULAP CREEK RD | COVINGTON | VA | 24426 | 540-958-1251 |
| CHARNICK, ELMER W |  | 375 PINETREE DRIVE | URBANNA | VA | 23175 | 804-815-3459 |
| CHRISTIANO, MICHAEL J | CHRISTIANO'S TOOLS, INC. | 896 CAMPERS LN | RUTHER GLEN | VA | 22546 | 703-975-3288 |
| DADEY, CRAIG J **Add'I Franchise | DADEY BUNCH, INC | 6325 MATTAWAN TRAIL | MECHANICSVILLE | VA | 23116 | 804-357-3483 |
| FERREE, DARRELL L (MD term) | HONOR TOOLS AND EQUIPMENT, LLC | 120 HOYT ST | FREDERICKSBURG | VA | 22405 | 540-379-3970 |
| HAMILTON, JEFFREY GRANT | JEFF'S TOOLS, INC. | P.O. BOX 1537, 6317 ARK ROAD | GLOUCESTER | VA | 23061 | 804-815-5145 |
| HOBBS, ADAM C | ACH TOOLMAN, LLC | 142 RACEFIELD DR | TOANO | VA | 23168 | 804-678-8320 |
| HOBBS, EARLE B | TOOLMAN HOBBS, LLC | 7300 BLACK WALNUT LN | MECHANICSVILLE | VA | 23111 | 804-356-0490 |
| JOHNSON, ROY M | ROY J ENTERPRISES, INC. | 103 EVERGREEN ST | STERLING | VA | 20164 | 703-929-2930 |
| JONES, MARCUS |  | 20600 SKINQUARTER RD | MOSELEY | VA | 23120 | 804-833-5482 |
| MARTIN, JAMES C |  | 10900 WEYBRIDGE ROAD | CHESTER | VA | 23831 | 804-920-0642 |
| MEADOWS, DAVID S |  | 3908 CROMWELL LANE | WILLIAMSBURG | VA | 23188 | 757-879-7378 |
| PRUETT, BRADFORD S | PRUETT ENTERPRISES, INC. | 17717 PEPMEIER HILL RD | WOODFORD | VA | 22580 | 540-455-6200 |
| SIMMS, JAMES EUGENE (MD term) |  | PO BOX 762 | BURGESS | VA | 22432 | 443-624-0135 |
| TROUT, DAVID R | DIRTY DIESELS, LLC | PO BOX 630 | BOONES MILL | VA | 24065 | 540-598-7071 |
| WILLIE, WILLIAM ALEX | ALEX WILLIE, LLC | 7531 LISA LN | HENRICO | VA | 23294 | 804-677-6326 |
| HOLCOMB, KEVIN MICHAEL |  | 38 WEST ST | ESSEX JUNCTION | VT | 05452 | 802-343-3066 |
| JABOUR, JOSEPH L |  | 29 COUNTRY CLUB DR | SOUTH <br> BURLINGTON | VT | 05403 | 802-343-3619 |
| LYON, BRUCE E | BRUCE LYON, LLC | 697 GOULD HILL | JOHNSON | VT | 05656 | 802-777-3194 |
| DEANE, FRANCIS T |  | 3121 E GREENTREE LN | PORT ANGELES | WA | 98362 | 360-460-0026 |
| HANSON, WALLACE L **Add'I Franchise | TOOL TIME LLC | 2194 ELGIN RD NE | MOSES LAKE | WA | 98837 | 509-750-7640 |
| HOGAN, RICHARD P (OR term) |  | 7104 NE 61ST AVE | VANCOUVER | WA | 98661 | 503-894-3611 |
| MILLS, TIMOTHY R | MILLS TOOLS, LLC | 6554 GOODWIN RD | EVERSON | WA | 98247 | 360-941-9311 |
| MORSE, CHAD H | MORSE TOOLS LLC | 24202 6TH PL WEST | BOTHELL | WA | 98021 | 425-890-2608 |
| SARGENT, DAVID W | SARGENT TOOLS LLC | 20018121 STREET CT E | BONNEY LAKE | WA | 98391 | 253-468-5461 |

**The Franchisee voluntarily ceased to do business under a franchise agreement, but continues to operate under another franchise agreement as of fiscal year-end 2021

| INDIVIDUAL FRANCHISEE OR PRINCIPAL OWNER | FRANCHISEE ENTITY | ADDRESS | CITY | STATE | $\begin{gathered} \text { ZIP } \\ \text { CODE } \end{gathered}$ | PHONE |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| STRAYER, TRACEY A | CAMDEN GAP TOOLS INC | 1884 CAMDEN RD | NEWPORT | WA | 99156 | 509-671-7264 |
| TAYLOR, STEPHEN E | STEVE TAYLOR TOOLS LLC | 51 NE KATHYS DR | BELFAIR | WA | 98528 | 253-365-9704 |
| TURNER, RICKEY F (or term) | RICKEY F TURNER FRANCHISEE LLC | PO BOX 746 | CARSON | WA | 98610 | 509-637-4235 |
| WOLFE, DAVID L |  | 7704 E BEVERLY DR | SPOKANE VALLEY | WA | 99212 | 509-385-6017 |
| DATHAN, HAROLD R | HRD TOOL SALES, LLC | 1429 OCONOMOWOC AVE | WATERTOWN | WI | 53094 | 920-988-0038 |
| LEJEUNE, BRANDON R | TOOL TOY BOX LLC | 16095 S COVE LN | GORDON | WI | 54838 | 218-340-1932 |
| LOTTO, BRANDON C **Add'I Franchise | BRANDON LOTTO TOOLS, LLC | 655 MUENSTER LN | SEYMOUR | WI | 54165 | 920-655-7160 |
| OUIMET, WILLIAM GERALD | WGO TOOLS \& EQUIPMENT, INC. | 3820 N MURRAY AVE | SHOREWOOD | WI | 53211 | 414-305-8699 |
| SCHLATER, JESS | JDS TOOLS 4U, LTD. | 454 SMYTHE DRIVE | WILLIAMS BAY | WI | 53191 | 262-210-5015 |
| THOMAS, SCOTT LEE | SCOTT THOMAS INCORPORATED | 2506 NORTH BREMEN STREET | MILWAUKEE | WI | 53212 | 414-881-1078 |
| WILTMAN, KOLE C | KC TOOL SALES, LLC | 4810 SUNSET RD | MANITOWOC | WI | 54220 | 920-901-8918 |
| CULP, CLINTON W **Add'I Franchise (VA outlet) | C \& S TOOLS, INC | 1188 COAL HERITAGE RD | BLUEFIELD | WV | 24701 | 703-740-7651 |
| DAILEY, PHILIP L | P L DAILEY TOOL'S LLC | 2234 STATE ST | CULLODEN | WV | 25510 | 304-634-1185 |
| KEEFOVER, WILLIAM P |  | 48 MAYAPPLE LN | FAIRMONT | WV | 26554 | 304-365-4259 |
| DRIEVER, JACK W | TETON TOOLS LLC | PO BOX 2775 | Alpine | WY | 83128 | 307-699-9166 |

## APPENDIX G

## Audited Consolidated Financial Statements of Snap-on Incorporated as of January 1, 2022

## APPENDIX G

## REPORT OF INDEPENDENT REGISTERED PUBLIC ACCOUNTING FIRM

To the Shareholders and Board of Directors of Snap-on Incorporated:

## Opinion on the Financial Statements

We have audited the accompanying consolidated balance sheets of Snap-on Incorporated and subsidiaries (the "Company") as of January 1, 2022, and January 2, 2021, and the related consolidated statements of earnings, comprehensive income, equity, and cash flows for each of the three years in the period ended January 1, 2022, and the related notes (collectively referred to as the "financial statements"). In our opinion, the financial statements present fairly, in all material respects, the financial position of the Company as of January 1, 2022, and January 2, 2021, and the results of its operations and its cash flows for each of the three years in the period ended January 1, 2022, in conformity with accounting principles generally accepted in the United States of America.

We have also audited, in accordance with the standards of the Public Company Accounting Oversight Board (United States) ("PCAOB"), the Company's internal control over financial reporting as of January 1, 2022, based on criteria established in Internal Control - Integrated Framework (2013) issued by the Committee of Sponsoring Organizations of the Treadway Commission and our report dated February 10, 2022, expressed an unqualified opinion on the Company's internal control over financial reporting.

## Change in Accounting Principles

As discussed in Note 4 to the consolidated financial statements, the Company changed its method of accounting for credit losses in the year ended January 2, 2021, due to the adoption of Accounting Standard Update No. 2016-13, Financial Instruments - Credit Losses (Topic 326) under the modified retrospective adoption method.

## Basis for Opinion

These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on the Company's financial statements based on our audits. We are a public accounting firm registered with the PCAOB and are required to be independent with respect to the Company in accordance with the U.S. federal securities laws and the applicable rules and regulations of the Securities and Exchange Commission and the PCAOB.

We conducted our audits in accordance with the standards of the PCAOB. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement, whether due to error or fraud. Our audits included performing procedures to assess the risks of material misstatement of the financial statements, whether due to error or fraud, and performing procedures that respond to those risks. Such procedures included examining, on a test basis, evidence regarding the amounts and disclosures in the financial statements. Our audits also included evaluating the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of the financial statements. We believe that our audits provide a reasonable basis for our opinion.

## Critical Audit Matter

The critical audit matter communicated below is a matter arising from the current-period audit of the financial statements that was communicated or required to be communicated to the audit committee and that (1) relates to accounts or disclosures that are material to the financial statements and (2) involved our especially challenging, subjective, or complex judgments. The communication of critical audit matters does not alter in any way our opinion on the financial statements, taken as a whole, and we are not, by communicating the critical audit matter below, providing a separate opinion on the critical audit matter or on the accounts or disclosures to which it relates.

## Finance Receivables - Net - Refer to Notes 1 and 4 to the financial statements

## Critical Audit Matter Description

The Company's finance receivables are comprised of extended-term installment payment contracts to both technicians and independent shop owners (i.e., franchisees' customers) to enable them to purchase tools, diagnostics, and equipment products on an extended-term payment plan, generally with average payment terms of approximately four years. The receivables are generally secured by the underlying tools and/or diagnostic or equipment products financed. At January 1, 2022, these loans totaled $\$ 1,723.6$ million with an allowance of $\$ 67.3$ million recorded against the receivables. Determining the proper level of allowance requires management to exercise judgment about the timing, frequency and severity of credit losses expected to occur over the life of the contracts. The Company estimates and records an allowance for credit losses over the expected contractual life of their contracts considering collectability, historical loss experience, current conditions and future market changes.

Evaluating the judgments related to the finance receivable allowance for credit losses is subjective and requires auditor judgment to effectively evaluate whether management's judgments were reasonable.

## How the Critical Audit Matter Was Addressed in the Audit

Our audit procedures related to the finance receivables allowance for credit losses balance included the following procedures, among others:

- We tested the design, implementation and operating effectiveness of management's controls over the allowance for credit losses including controls over the completeness and accuracy of underlying data.
- Where appropriate, we assessed the reasonableness of, and evaluated support for, qualitative adjustments based on market conditions and/or portfolio performance metrics.
- We tested the completeness and accuracy and evaluated the relevance of the key data used as inputs in management's allowance for credit losses calculation, including loan balances, recoveries, charge-offs, portfolio characteristics and other data.
- We tested the mathematical accuracy of the allowance for credit losses calculation with the assistance of our credit specialists and developed an expectation of the allowance for credit losses and compared it to the recorded balance.
- We performed a retrospective review based on net losses as compared to estimates in the Company's allowance to highlight any inconsistencies.
/s/ DELOITTE \& TOUCHE LLP
Milwaukee, Wisconsin
February 10, 2022

We have served as the Company's auditor since 2002.
(Amounts in millions, except per share data)
Net sales
Cost of goods sold
Gross profit
Operating expenses
Operating earnings before financial services

Financial services revenue
Financial services expenses
Operating earnings from financial services

Operating earnings
Interest expense
Other income (expense) - net
Earnings before income taxes and equity earnings
Income tax expense
Earnings before equity earnings
Equity earnings, net of tax
Net earnings
Net earnings attributable to noncontrolling interests
Net earnings attributable to Snap-on Incorporated

Net earnings per share attributable to Snap-on Incorporated:

Basic
Diluted

Weighted-average shares outstanding:
Basic
Effect of dilutive securities
Diluted

| 2021 |  | 2020 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 4,252.0 | \$ | 3,592.5 | \$ | 3,730.0 |
|  | (2,141.2) |  | $(1,844.0)$ |  | $(1,886.0)$ |
|  | 2,110.8 |  | 1,748.5 |  | 1,844.0 |
|  | $(1,259.3)$ |  | $(1,116.6)$ |  | $(1,127.6)$ |
|  | 851.5 |  | 631.9 |  | 716.4 |
|  | 349.7 |  | 349.7 |  | 337.7 |
|  | (77.7) |  | (101.1) |  | (91.8) |
|  | 272.0 |  | 248.6 |  | 245.9 |
|  | 1,123.5 |  | 880.5 |  | 962.3 |
|  | (53.1) |  | (54.0) |  | (49.0) |
|  | 16.5 |  | 8.7 |  | 8.8 |
|  | 1,086.9 |  | 835.2 |  | 922.1 |
|  | (247.0) |  | (189.1) |  | (211.8) |
|  | 839.9 |  | 646.1 |  | 710.3 |
|  | 1.5 |  | 0.3 |  | 0.9 |
|  | 841.4 |  | 646.4 |  | 711.2 |
|  | (20.9) |  | (19.4) |  | (17.7) |
| \$ | 820.5 | \$ | 627.0 | \$ | 693.5 |

$$
\begin{array}{lllll}
\$ & 15.22 & \$ & 11.55 & \$ \\
14.92 & & 11.44 &
\end{array}
$$

$$
12.59
$$

$$
12.41
$$



See Notes to Consolidated Financial Statements.


See Notes to Consolidated Financial Statements.

| (Amounts in millions, except share data) | Fiscal Year End |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | 2021 |  | 2020 |  |
| ASSETS |  |  |  |  |
| Current assets: |  |  |  |  |
| Cash and cash equivalents | \$ | 780.0 | \$ | 923.4 |
| Trade and other accounts receivable - net |  | 682.3 |  | 640.7 |
| Finance receivables - net |  | 542.3 |  | 530.2 |
| Contract receivables - net |  | 110.4 |  | 112.5 |
| Inventories - net |  | 803.8 |  | 746.5 |
| Prepaid expenses and other assets |  | 134.6 |  | 129.7 |
| Total current assets |  | 3,053.4 |  | 3,083.0 |
| Property and equipment - net |  | 518.2 |  | 526.2 |
| Operating lease right-of-use assets |  | 51.9 |  | 51.9 |
| Deferred income tax assets |  | 49.5 |  | 50.3 |
| Long-term finance receivables - net |  | 1,114.0 |  | 1,136.3 |
| Long-term contract receivables - net |  | 378.2 |  | 374.7 |
| Goodwill |  | 1,116.5 |  | 982.4 |
| Other intangibles - net |  | 301.7 |  | 260.8 |
| Other assets |  | 176.3 |  | 91.7 |
| Total assets | \$ | 6,759.7 | \$ | 6,557.3 |
| LIABILITIES AND EQUITY |  |  |  |  |
| Current liabilities: |  |  |  |  |
| Notes payable and current maturities of long-term debt | \$ | 17.4 | \$ | 268.5 |
| Accounts payable |  | 277.6 |  | 222.9 |
| Accrued benefits |  | 67.4 |  | 59.7 |
| Accrued compensation |  | 114.8 |  | 89.9 |
| Franchisee deposits |  | 80.7 |  | 78.4 |
| Other accrued liabilities |  | 424.3 |  | 445.5 |
| Total current liabilities |  | 982.2 |  | 1,164.9 |
| Long-term debt |  | 1,182.9 |  | 1,182.1 |
| Deferred income tax liabilities |  | 122.7 |  | 70.4 |
| Retiree health care benefits |  | 31.1 |  | 34.5 |
| Pension liabilities |  | 104.9 |  | 127.1 |
| Operating lease liabilities |  | 34.2 |  | 34.0 |
| Other long-term liabilities |  | 97.9 |  | 97.7 |
| Total liabilities |  | 2,555.9 |  | 2,710.7 |
| Commitments and contingencies (Note 16) |  |  |  |  |
| Equity |  |  |  |  |
| Shareholders' equity attributable to Snap-on Incorporated: |  |  |  |  |
| Preferred stock (authorized 15,000,000 shares of \$1 par value; none outstanding) |  | - |  | - |
| Common stock (authorized $250,000,000$ shares of $\$ 1$ par value; issued $67,438,129$ and $67,430,958$ shares, respectively) |  | 67.4 |  | 67.4 |
| Additional paid-in capital |  | 472.7 |  | 391.7 |
| Retained earnings |  | 5,699.9 |  | 5,156.9 |
| Accumulated other comprehensive loss |  | (343.9) |  | (365.8) |
| Treasury stock at cost ( $14,008,479$ and $13,328,859$ shares, respectively) |  | $(1,714.2)$ |  | $(1,425.3)$ |
| Total shareholders' equity attributable to Snap-on Incorporated |  | 4,181.9 |  | 3,824.9 |
| Noncontrolling interests |  | 21.9 |  | 21.7 |
| Total equity |  | 4,203.8 |  | 3,846.6 |
| Total liabilities and equity | \$ | 6,759.7 | \$ | 6,557.3 |

See Notes to Consolidated Financial Statements.

|  | 2021 ANNUAL REPORT | 5 |
| :--- | :--- | :--- |


| (Amounts in millions, except share data) | Shareholders' Equity Attributable to Snap-on Incorporated |  |  |  |  |  |  |  |  |  | $\begin{aligned} & \text { Noncontrolling } \\ & \text { Interests } \\ & \hline \end{aligned}$ |  | Total Equity |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { Common } \\ \text { Stock } \end{gathered}$ |  | Additional Paid-in Capital |  | Retained Earnings |  | Accumulated Other Comprehensive Income (Loss) |  | Treasury Stock |  |  |  |  |  |
| Balance at December 29, 2018 | \$ | 67.4 | \$ | 359.4 | \$ | 4,257.6 | \$ | (462.2) | \$ | $(1,123.4)$ | \$ | 19.8 | \$ | 3,118.6 |
| Impact of the Tax Act on Accumulated Other Comprehensive Income (ASU No. 2018-02) |  | - |  | - |  | 45.9 |  | (45.9) |  | - |  | - |  | - |
| Balance at December 30, 2018 |  | 67.4 |  | 359.4 |  | 4,303.5 |  | (508.1) |  | $(1,123.4)$ |  | 19.8 |  | 3,118.6 |
| Net earnings for 2019 |  | - |  | - |  | 693.5 |  | - |  | - |  | 17.7 |  | 711.2 |
| Other comprehensive income |  | - |  | - |  | - |  | 0.2 |  | - |  | - |  | 0.2 |
| Cash dividends - \$3.93 per share |  | - |  | - |  | (216.6) |  | - |  | - |  | - |  | (216.6) |
| Stock compensation plans |  | - |  | 19.7 |  | - |  | - |  | 52.6 |  | - |  | 72.3 |
| Share repurchases - 1,495,000 shares |  | - |  | - |  | - |  | - |  | (238.4) |  | - |  | (238.4) |
| Other |  | - |  | - |  | (0.7) |  | - |  | - |  | (15.8) |  | (16.5) |
| Balance at December 28, 2019 |  | 67.4 |  | 379.1 |  | 4,779.7 |  | (507.9) |  | (1,309.2) |  | 21.7 |  | 3,430.8 |
| Impact of the Credit Loss Standard (ASU No. 2016-13) |  | - |  | - |  | (6.1) |  | - |  | - |  | - |  | (6.1) |
| Balance at December 29, 2019 |  | 67.4 |  | 379.1 |  | 4,773.6 |  | (507.9) |  | $(1,309.2)$ |  | 21.7 |  | 3,424.7 |
| Net earnings for 2020 |  | - |  | - |  | 627.0 |  | - |  | - |  | 19.4 |  | 646.4 |
| Other comprehensive income |  | - |  | - |  | - |  | 142.1 |  | - |  | - |  | 142.1 |
| Cash dividends - \$4.47 per share |  | - |  | - |  | (243.3) |  | - |  | - |  | - |  | (243.3) |
| Stock compensation plans |  | - |  | 12.6 |  | - |  | - |  | 58.2 |  | - |  | 70.8 |
| Share repurchases - 1,109,000 shares |  | - |  | - |  | - |  | - |  | (174.3) |  | - |  | (174.3) |
| Other |  | - |  | - |  | (0.4) |  | - |  | - |  | (19.4) |  | (19.8) |
| Balance at January 2, 2021 |  | 67.4 |  | 391.7 |  | 5,156.9 |  | (365.8) |  | (1,425.3) |  | 21.7 |  | 3,846.6 |
| Net earnings for 2021 |  | - |  | - |  | 820.5 |  | - |  | - |  | 20.9 |  | 841.4 |
| Other comprehensive income |  | - |  | - |  | - |  | 21.9 |  | - |  | - |  | 21.9 |
| Cash dividends - \$5.11 per share |  | - |  | - |  | (275.8) |  | - |  | - |  | - |  | (275.8) |
| Stock compensation plans |  | - |  | 81.0 |  | - |  | - |  | 142.4 |  | - |  | 223.4 |
| Share repurchases - 1,943,900 shares |  | - |  | - |  | - |  | - |  | (431.3) |  | - |  | (431.3) |
| Other |  | - |  | - |  | (1.7) |  | - |  | - |  | (20.7) |  | (22.4) |
| Balance at January 1, 2022 | \$ | 67.4 | \$ | 472.7 | \$ | 5,699.9 | \$ | (343.9) | \$ | (1,714.2) | \$ | 21.9 | \$ | 4,203.8 |

See Notes to Consolidated Financial Statements.
(Amounts in millions)
Operating activities:

Net earnings
Adjustments to reconcile net earnings to net cash provided (used) by operating activities:

Depreciation
Amortization of other intangibles
Provision for losses on finance receivables
Provision for losses on non-finance receivables
Stock-based compensation expense
Deferred income tax provision (benefit)
Loss on sales of assets
Settlement of treasury lock
Changes in operating assets and liabilities, net of effects of acquisitions:
Trade and other accounts receivable
Contract receivables
Inventories
Prepaid and other assets
Accounts payable
Accruals and other liabilities
Net cash provided by operating activities
Investing activities:
Additions to finance receivables
Collections of finance receivables
Capital expenditures
Acquisitions of businesses, net of cash acquired
Disposals of property and equipment
Other
Net cash used by investing activities
Financing activities:
Proceeds from issuance of long-term debt
Repayments of long-term debt
Net increase (decrease) in other short-term borrowings
Cash dividends paid
Purchases of treasury stock
Proceeds from stock purchase and option plans
Other
Net cash used by financing activities
Effect of exchange rate changes on cash and cash equivalents
Increase (decrease) in cash and cash equivalents
Cash and cash equivalents at beginning of year
Cash and cash equivalents at end of year
Supplemental cash flow disclosures:
Cash paid for interest
Net cash paid for income taxes

| 2021 |  | 2020 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 841.4 | \$ | 646.4 | \$ | 711.2 |
|  | 75.6 |  | 73.3 |  | 70.1 |
|  | 29.2 |  | 23.4 |  | 22.3 |
|  | 32.1 |  | 54.6 |  | 49.9 |
|  | 16.3 |  | 22.7 |  | 18.3 |
|  | 41.4 |  | 19.5 |  | 23.8 |
|  | 8.4 |  | (8.2) |  | 34.2 |
|  | 1.7 |  | 1.4 |  | 0.9 |
|  | - |  | 1.4 |  | - |
|  | (61.4) |  | 47.9 |  | (15.7) |
|  | (3.1) |  | (29.9) |  | (20.9) |
|  | (75.4) |  | 34.2 |  | (97.0) |
|  | (10.7) |  | 8.5 |  | (22.2) |
|  | 56.8 |  | 17.8 |  | (2.6) |
|  | 14.3 |  | 95.6 |  | (97.7) |
|  | 966.6 |  | 1,008.6 |  | 674.6 |


| $(878.1)$ | $(835.0)$ | $(841.9)$ |
| :---: | :---: | :---: |
| 854.2 | 750.3 | 754.3 |
| $(70.1)$ | $(65.6)$ | $(99.4)$ |
| $(199.7)$ | $(41.5)$ | $(38.6)$ |
| 2.1 | 1.8 | 1.7 |
| 1.2 | 2.2 | 1.8 |
| $(290.4)$ | $(187.8)$ |  |


|  | - |  | 489.9 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | (250.0) |  | - |  |  |
|  | 3.3 |  | (187.2) |  | 17.6 |
|  | (275.8) |  | (243.3) |  | (216.6) |
|  | (431.3) |  | (174.3) |  | (238.4) |
|  | 162.4 |  | 55.8 |  | 51.4 |
|  | (27.4) |  | (25.2) |  | (23.4) |
|  | (818.8) |  | (84.3) |  | (409.4) |
|  | (0.8) |  | 2.4 |  | 0.5 |
|  | (143.4) |  | 738.9 |  | 43.6 |
|  | 923.4 |  | 184.5 |  | 140.9 |
| \$ | 780.0 | \$ | 923.4 | \$ | 184.5 |
| \$ | (55.9) | \$ | (49.8) | \$ | (46.3) |
|  | (249.0) |  | (188.4) |  | (191.2) |

See Notes to Consolidated Financial Statements.

## Note 1: Summary of Accounting Policies

Principles of consolidation and presentation: The Consolidated Financial Statements include the accounts of Snap-on Incorporated and its wholly-owned and majority-owned subsidiaries (collectively, "Snap-on" or "the company"). The Consolidated Financial Statements do not include the accounts of the company's independent franchisees. Snap-on's Consolidated Financial Statements are prepared in conformity with generally accepted accounting principles in the United States of America ("GAAP"). Intercompany accounts and transactions have been eliminated.

Snap-on accounts for investments in unconsolidated affiliates where the company has a non-significant ownership interest under the equity method of accounting. An investment in an unconsolidated affiliate of $\$ 21.8$ million as of July 1 , 2021, was exchanged for $100 \%$ ownership of a wholly owned subsidiary of the unconsolidated affiliate. Investments in unconsolidated affiliates of $\$ 21.0$ million as of January 2, 2021, are included in "Other assets" on the accompanying Consolidated Balance Sheets; no equity investment dividends were received in any period presented. See Note 3 for further information on acquisitions.

In the normal course of business, the company may purchase products or services from, or sell products or services to, unconsolidated affiliates. Purchases from unconsolidated affiliates were $\$ 7.7$ million, $\$ 9.3$ million and $\$ 10.4$ million in 2021, 2020 and 2019, respectively, and sales to unconsolidated affiliates were $\$ 0.6$ million in $2021, \$ 0.5$ million in 2020 and $\$ 0.6$ million in 2019.

Fiscal year accounting period: Snap-on's fiscal year ends on the Saturday that is on or nearest to December 31. The 2021 fiscal year ended on January 1, 2022 ("2021") and contained 52 weeks of operating results. The 2020 fiscal year ended on January 2, 2021 ("2020") and contained 53 weeks of operating results, with the additional week occurring in the fourth quarter; the impact of the additional week of operations was not material to Snap-on's 2020 total revenues or net earnings. The 2019 fiscal year ended on December 28, 2019 ("2019") and contained 52 weeks of operating results.

Use of estimates: The preparation of financial statements in conformity with GAAP requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities, the disclosure of contingent assets and liabilities at the date of the financial statements, and the reported amounts of revenues and expenses during the reporting period. Actual results could differ from those estimates.

Financial instruments: The fair value of the company's derivative financial instruments is generally determined using quoted prices in active markets for similar assets and liabilities. The carrying value of the company's non-derivative financial instruments either approximates fair value, due to their short-term nature, or the amount disclosed for fair value is based upon a discounted cash flow analysis or quoted market values. See Note 11 for further information on financial instruments.

Revenue recognition: Snap-on recognizes revenue from the sale of tools, diagnostic and equipment products and related services based on when control of the product passes to the customer or the service is provided and is recognized at an amount that reflects the consideration expected to be received in exchange for such goods or services. See Note 2 for information on revenue recognition.

Financial services revenue: Snap-on generates revenue from various financing programs that include: (i) installment sales and lease contracts arising from franchisees' customers and Snap-on customers who require financing for the purchase or lease of tools and diagnostic and equipment products on an extended-term payment plan; and (ii) business and vehicle loans and leases to franchisees. These financing programs are offered through Snap-on's wholly owned finance subsidiaries. Financial services revenue consists primarily of interest income on finance and contract receivables and is recognized over the life of the underlying contracts, with interest computed primarily on the average daily balances of the underlying contracts.

The decision to finance through Snap-on or another financing source is solely at the election of the customer. When assessing customers for potential financing, Snap-on considers various factors regarding ability to pay, including the customers' financial condition, past payment experience, and credit bureau and proprietary Snap-on credit model information, as well as the value of the underlying collateral. For finance and contract receivables, Snap-on assesses quantitative and qualitative factors through the use of credit quality indicators consisting primarily of collection experience and related internal metrics. Delinquency is the primary indicator of credit quality for finance and contract receivables. Snap-on conducts monthly reviews of credit and collection performance for both the finance and contract receivable portfolios, focusing on data such as delinquency trends, nonaccrual receivables, and write-off and recovery activity.

Financial services lease arrangements: Snap-on accounts for its financial services leases as sales-type leases. The company recognizes the net investment in the lease as the present value of the lease payments not yet received plus the present value of the unguaranteed residual value, using the interest rate implicit in the lease. The difference between the undiscounted lease payments received over the lease term and the related net investment in the lease is reported as unearned finance charges. Unearned finance charges are amortized to income over the life of the contract. The default covenants included in the lease arrangements are usual and customary, consistent with industry practice, and do not impact the lease classification. Except in circumstances where the company has concluded that a lessee's financial condition has deteriorated, the other default covenants under Snap-on's lease arrangements are objectively determinable. See Notes 4 and 17 for further information on finance and contract receivables and lessor accounting.

Research and engineering: Snap-on incurred research and engineering costs of $\$ 61.1$ million, $\$ 57.4$ million and $\$ 59.1$ million in 2021, 2020 and 2019, respectively. Research and engineering costs are included in "Operating expenses" on the accompanying Consolidated Statements of Earnings.

Internally developed software: Costs incurred in the development of software that will ultimately be sold are capitalized from the time technological feasibility has been attained and capitalization ceases when the related product is ready for general release. During 2021, 2020 and 2019, Snap-on capitalized $\$ 10.9$ million, $\$ 12.0$ million and $\$ 12.6$ million, respectively, of such costs. Amortization of capitalized software development costs, which is included in "Cost of goods sold" on the accompanying Consolidated Statements of Earnings, was $\$ 11.4$ million in 2021, $\$ 10.5$ million in 2020 and $\$ 10.1$ million in 2019. Unamortized capitalized software development costs of $\$ 43.6$ million as of 2021 year end and $\$ 44.2$ million as of 2020 year end are included in "Other intangibles - net" on the accompanying Consolidated Balance Sheets.

Internal-use software: Costs that are incurred in creating software solutions and enhancements to those solutions are capitalized only for the application development stage of the project.

Shipping and handling: Amounts billed to customers for shipping and handling are included as a component of sales. Costs incurred by Snap-on for shipping and handling are included as a component of cost of goods sold when the costs relate to manufacturing activities. In 2021, 2020 and 2019, Snap-on incurred shipping and handling charges of $\$ 69.9$ million, $\$ 53.7$ million and $\$ 56.5$ million, respectively, that were recorded in "Cost of goods sold" on the accompanying Consolidated Statements of Earnings. Shipping and handling costs incurred in conjunction with selling or distribution activities are included as a component of operating expenses. Shipping and handling charges were $\$ 100.9$ million in 2021, $\$ 94.2$ million in 2020 and $\$ 88.7$ million in 2019; these charges were recorded in "Operating expenses" on the accompanying Consolidated Statements of Earnings.

Advertising and promotion: Production costs of future media advertising are deferred until the advertising occurs. All other advertising and promotion costs are expensed when incurred. For 2021, 2020 and 2019, advertising and promotion expenses totaled $\$ 33.2$ million, $\$ 38.0$ million and $\$ 47.7$ million, respectively. Advertising and promotion costs are included in "Operating expenses" on the accompanying Consolidated Statements of Earnings.

Warranties: Snap-on provides product warranties for specific product lines and accrues for estimated future warranty costs in the period in which the sale is recorded. See Notes 2 and 16 for information on warranties.

Foreign currency: The financial statements of Snap-on's foreign subsidiaries are translated into U.S. dollars. Assets and liabilities of foreign subsidiaries are translated at current rates of exchange, and income and expense items are translated at the average exchange rates for the period. The resulting translation adjustments are recorded directly into "Accumulated other comprehensive loss" on the accompanying Consolidated Balance Sheets. Foreign exchange transactions, net of foreign currency hedges, resulted in pretax losses of $\$ 1.2$ million, $\$ 3.9$ million and $\$ 3.6$ million in 2021, 2020 and 2019, respectively. Foreign exchange transaction gains and losses are reported in "Other income (expense) - net" on the accompanying Consolidated Statements of Earnings.

Income taxes: Current tax assets and liabilities are based upon an estimate of taxes refundable or payable for each of the jurisdictions in which the company is subject to tax. In the ordinary course of business, there is inherent uncertainty in quantifying income tax positions. Snap-on assesses income tax positions and records tax benefits for all years subject to examination based upon management's evaluation of the facts, circumstances and information available at the reporting dates. For those tax positions where it is more-likely-than-not that a tax benefit will be sustained, Snap-on records the largest amount of tax benefit with a greater than $50 \%$ likelihood of being realized upon ultimate settlement with a taxing authority that has full knowledge of all relevant information. For those income tax positions where it is not more-likely-than-not that a tax benefit will be sustained, no tax benefit is recognized in the financial statements. When applicable, associated interest and penalties are recognized as a component of income tax expense. Accrued interest and penalties are included within the related tax asset or liability on the accompanying Consolidated Balance Sheets.

Deferred income taxes are provided for temporary differences arising from differences in bases of assets and liabilities for tax and financial reporting purposes. Deferred income taxes are recorded on temporary differences using enacted tax rates in effect for the year in which the temporary differences are expected to reverse. The effect of a change in tax rates on deferred tax assets and liabilities is recognized in income in the period that includes the enactment date. Deferred tax assets are reduced by a valuation allowance when, in the opinion of management, it is more-likely-than-not that some portion or all of the deferred tax assets will not be realized. See Note 9 for further information on income taxes.

Per share data: Basic earnings per share calculations were computed by dividing net earnings attributable to Snap-on Incorporated by the corresponding weighted-average number of common shares outstanding for the period. The dilutive effect of the potential exercise of outstanding options and stock-settled stock appreciation rights ("SARs") to purchase common shares is calculated using the treasury stock method. As of January 1, 2022, there were no awards outstanding that were anti-dilutive; as of January 2, 2021, there were 2,207,411 awards outstanding that were anti-dilutive; and as of December 28, 2019 there were $1,215,695$ awards outstanding that were anti-dilutive. Performance-based equity awards are included in the diluted earnings per share calculation based on the attainment of the applicable performance metrics to date. Snap-on had dilutive securities totaling $1,058,553$ shares, 473,196 shares and 748,395 shares, as of the end of 2021, 2020 and 2019 , respectively. See Note 14 for further information on equity awards.

Stock-based compensation: Snap-on recognizes the cost of employee services in exchange for awards of equity instruments based on the grant date fair value of those awards. That cost, based on the estimated number of awards that are expected to vest, is recognized on a straight-line basis over the period during which the employee is required to provide the service in exchange for the award. No compensation cost is recognized for awards for which employees do not render the requisite service. The grant date fair value of employee stock options and similar instruments is estimated using the Black-Scholes valuation model.

The Black-Scholes valuation model requires the input of subjective assumptions, including the expected life of the stock-based award and stock price volatility. The assumptions used are management's best estimates, but the estimates involve inherent uncertainties and the application of management judgment. As a result, if other assumptions had been used, the recorded stockbased compensation expense could have been materially different from that depicted in the financial statements. See Note 14 for further information on stock-based compensation.

Derivatives: Snap-on utilizes derivative financial instruments, including foreign currency forward contracts, interest rate swap agreements, treasury lock agreements and prepaid equity forward agreements to manage its exposures to foreign currency exchange rate risks, interest rate risks, and market risk associated with the stock-based portion of its deferred compensation plans. Snap-on accounts for its derivative instruments at fair value. Snap-on does not use financial instruments for speculative or trading purposes. See Note 11 for further information on derivatives.

Cash equivalents: Snap-on considers all highly liquid investments with an original maturity of three months or less to be cash equivalents. Cash and cash equivalents consisted of investments in money market funds and bank deposits at January 1, 2022 and January 2, 2021.

Receivables and allowances for credit losses: All trade, finance and contract receivables are reported on the Consolidated Balance Sheets at their amortized cost adjusted for any write-offs and net of allowances for credit losses. The amortized costs for finance and contract receivables is the amount originated adjusted for applicable accrued interest and net of deferred fees or costs, net of collections and write-offs.

Snap-on maintains allowances for credit losses, which represent an estimate of expected losses over the remaining contractual life of its receivables considering current market conditions and supportable forecasts when appropriate. The estimate is a result of the company's ongoing assessments and evaluations of collectability, historical loss experience, and future expectations in estimating credit losses in each of its receivable portfolios (trade, finance and contract receivables). For trade receivables, Snap-on uses historical loss experience rates by portfolio and applies them to a related aging analysis while also considering customer and/or economic risk where appropriate. For finance receivables, Snap-on uses a vintage loss experience analysis. For contract receivables, a weighted-average remaining maturity method is primarily used. Determination of the proper amount of allowances by portfolio requires management to exercise judgment about the timing, frequency and severity of credit losses that could materially affect the provision for credit losses and, as a result, net earnings. The allowances take into consideration numerous quantitative and qualitative factors that include receivable type, historical loss experience, delinquency trends, collection experience, current economic conditions, supportable forecasts, when appropriate, and credit risk characteristics.

Snap-on evaluates the credit risk of the customer when extending credit based on a combination of various financial and qualitative factors that may affect its customers' ability to pay. These factors may include the customer's financial condition, past payment experience, and credit bureau and proprietary Snap-on credit model information, as well as the value of the underlying collateral.

Management performs detailed reviews of its receivables on a monthly and/or quarterly basis to assess the adequacy of the allowances and to determine if any impairment has occurred. Monthly reviews of credit and collection performance are conducted for both its finance and contract receivable portfolios focusing on data such as delinquency trends, non-performing assets, and write-off and recovery activity. These reviews allow for the formulation of collection strategies and potential collection policy modifications in response to changing risk profiles in the finance and contract receivable portfolios. A receivable generally has credit losses when it is expected that all amounts related to the receivable will not be collected according to the contractual terms of the agreement. Amounts determined to be uncollectable are charged directly against the allowance, while amounts recovered on previously written-off accounts increase the allowance. For both finance and contract receivables, net write-offs include the principal amount of losses written off as well as written-off accrued interest and fees, and recourse from franchisees on finance receivables. Recovered interest and fees previously written off are recorded through the allowance for credit losses and increase the allowance. Finance receivables are assessed for write-off when an account becomes 120 days past due and are written off typically within 60 days of asset repossession. Contract receivables related to equipment leases are generally written off when an account becomes 150 days past due, while contract receivables related to franchise finance and van leases are generally written off up to 180 days past the asset return date. For finance and contract receivables, customer bankruptcies are generally written off upon notification that the associated debt is not being reaffirmed or, in any event, no later than 180 days past due. Changes to the allowances for credit losses are maintained through adjustments to the provision for credit losses, which are charged to current period earnings.

Actual amounts as of the balance sheet dates may be materially different than the amounts reported in future periods due to the uncertainty in the estimation process. Also, future amounts could differ materially from those estimates due to changes in circumstances after the balance sheet date.

Snap-on does not believe that its trade, finance or contract receivables represent significant concentrations of credit risk because of the diversified portfolio of individual customers and geographical areas. See Note 4 for further information on receivables and allowances for credit losses.

Other accrued liabilities: Supplemental balance sheet information for "Other accrued liabilities" as of 2021 and 2020 year end is as follows:
(Amounts in millions)
Income taxes
Accrued warranty
Operating lease liability
Deferred subscription revenue
Accrued new tool return
Accrued property, payroll and other taxes
Accrued selling and promotion expense
Accrued restructuring expense
Other
Total other accrued liabilities

| 2021 |  |  | 2020 |  |
| :--- | ---: | :--- | ---: | :---: |
|  | 18.9 | $\$$ | 32.8 |  |
|  | 17.3 |  | 17.6 |  |
|  | 19.6 |  | 19.3 |  |
|  | 56.4 |  | 53.6 |  |
|  | 55.0 |  | 56.3 |  |
|  | 43.8 |  | 62.8 |  |
|  | 41.0 |  | 33.2 |  |
|  | 7.0 |  | 10.0 |  |
|  | 165.3 |  |  |  |
|  | 424.3 |  |  |  |
|  |  |  | 159.9 |  |
|  |  | 445.5 |  |  |

Inventories: Snap-on values its inventory at the lower of cost or market and adjusts for the value of inventory that is estimated to be excess, obsolete or otherwise unmarketable. Snap-on records allowances for excess and obsolete inventory based on historical and estimated future demand and market conditions. Allowances for raw materials are largely based on an analysis of raw material age and actual physical inspection of raw material for fitness for use. As part of evaluating the adequacy of allowances for work-in-progress and finished goods, management reviews individual product stock-keeping units (SKUs) by product category and product life cycle. Cost adjustments for each product category/product life-cycle state are generally established and maintained based on a combination of historical experience, forecasted sales and promotions, technological obsolescence, inventory age and other actual known conditions and circumstances. Should actual product marketability and raw material fitness for use be affected by conditions that are different from management estimates, further adjustments to inventory allowances may be required.

Snap-on adopted the "last-in, first-out" ("LIFO") inventory valuation method in 1973 for its U.S. locations. Snap-on's U.S. inventories accounted for on a LIFO basis consist of purchased product and inventory manufactured at the company's heritage U.S. manufacturing facilities (primarily hand tools and tool storage). Since Snap-on began acquiring businesses in the 1990's, the company has used the "first-in, first-out" ("FIFO") inventory valuation methodology for acquisitions; the company does not adopt the LIFO inventory valuation methodology for new acquisitions. See Note 5 for further information on inventories.

Property and equipment: Property and equipment is stated at cost less accumulated depreciation and amortization. Depreciation and amortization are provided on a straight-line basis over estimated useful lives. Major repairs that extend the useful life of an asset are capitalized, while routine maintenance and repairs are expensed as incurred. Capitalized software included in property and equipment reflects costs related to internally developed or purchased software for internal use and is amortized on a straight-line basis over their estimated useful lives. Long-lived assets, including operating lease right-of-use assets, are evaluated for impairment when events or circumstances indicate that the carrying amount of the long-lived asset may not be recoverable. See Note 6 for further information on property and equipment.

Goodwill and other intangible assets: Goodwill and other indefinite-lived assets are tested for impairment annually or more frequently if events or changes in circumstances indicate that the assets might be impaired. Annual impairment tests are performed by the company in the second quarter of each year using information available as of April month end. Snap-on evaluates the existence of goodwill and indefinite-lived intangible asset impairment on the basis of whether the assets are fully recoverable from projected, discounted cash flows of the related reportable unit or asset. Intangible assets with finite lives are amortized over their estimated useful lives using straight-line and accelerated methods depending on the nature of the particular asset. Intangible assets with finite lives are evaluated for impairment when events or circumstances indicate that the carrying amount of the intangible asset may not be recoverable. See Note 7 for further information on goodwill and other intangible assets.

## New accounting standards

On January 3, 2021, the beginning of Snap-on's 2021 fiscal year, the company adopted ASU No. 2019-12, Simplifying the Accounting for Income Taxes, which is designed to simplify the accounting for income taxes by removing certain exceptions to the general principles in Topic 740. The adoption of this ASU did not have a significant impact on the company's Consolidated Financial Statements.

## Note 2: Revenue Recognition

Snap-on recognizes revenue from the sale of tools, diagnostic and equipment products and related services based on when control of the product passes to the customer or the service is provided and is recognized at an amount that reflects the consideration expected to be received in exchange for such goods or services.

## Revenue disaggregation

The following table shows the consolidated revenues by revenue source:
(Amounts in millions)
Revenue from contracts with customers
Other revenues
Total net sales
Financial services revenue
Total revenues

| 2021 |  | 2020 |  |
| :---: | :---: | :---: | :---: |
| \$ | 4,228.3 | \$ | 3,569.3 |
|  | 23.7 |  | 23.2 |
|  | 4,252.0 |  | 3,592.5 |
|  | 349.7 |  | 349.7 |
| \$ | 4,601.7 | \$ | 3,942.2 |

Snap-on evaluates the performance of its operating segments based on segment revenues, including both external and intersegment net sales, and segment operating earnings. Snap-on accounts for both intersegment sales and transfers based primarily on standard costs with reasonable mark-ups established between the segments. Intersegment amounts are eliminated to arrive at Snap-on's consolidated financial results.

The following table represents external net sales disaggregated by geography, based on the customers' billing addresses:

|  | 2021 |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| (Amounts in millions) |  <br> Industrial <br> Group |  | Snap-on <br> Tools <br> Group |  | Repair Systems \& Information Group |  | Financial Services |  | Eliminations |  | Snap-on Incorporated |  |
| Net sales: |  |  |  |  |  |  |  |  |  |  |  |  |
| North America* | \$ | 494.9 | \$ | 1,680.0 | \$ | 896.1 | \$ | - | \$ | - | \$ | 3,071.0 |
| Europe |  | 325.5 |  | 164.7 |  | 249.7 |  | - |  | - |  | 739.9 |
| All other |  | 275.2 |  | 93.9 |  | 72.0 |  | - |  | - |  | 441.1 |
| External net sales |  | 1,095.6 |  | 1,938.6 |  | 1,217.8 |  | - |  | - |  | 4,252.0 |
| Intersegment net sales |  | 310.7 |  | - |  | 285.3 |  | - |  | (596.0) |  | - |
| Total net sales |  | 1,406.3 |  | 1,938.6 |  | 1,503.1 |  | - |  | (596.0) |  | 4,252.0 |
| Financial services revenue |  | - |  | - |  | - |  | 349.7 |  | - |  | 349.7 |
| Total revenue | \$ | 1,406.3 | \$ | 1,938.6 | \$ | 1,503.1 | \$ | 349.7 | \$ | (596.0) | \$ | 4,601.7 |


| (Amounts in millions) | 2020 |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  <br> Industrial <br> Group |  | Snap-on <br> Tools <br> Group |  | Repair Systems <br> \& Information <br> Group |  | Financial Services |  | $\underline{\text { Eliminations }}$ |  | Snap-on Incorporated |  |
| Net sales: |  |  |  |  |  |  |  |  |  |  |  |  |
| North America* | \$ | 432.3 | \$ | 1,442.8 | \$ | 720.7 | \$ | - | \$ | - | \$ | 2,595.8 |
| Europe |  | 276.2 |  | 125.7 |  | 214.9 |  | - |  | - |  | 616.8 |
| All other |  | 242.9 |  | 75.4 |  | 61.6 |  | - |  | - |  | 379.9 |
| External net sales |  | 951.4 |  | 1,643.9 |  | 997.2 |  | - |  | - |  | 3,592.5 |
| Intersegment net sales |  | 283.2 |  | - |  | 241.0 |  | - |  | (524.2) |  | - |
| Total net sales |  | 1,234.6 |  | 1,643.9 |  | 1,238.2 |  | - |  | (524.2) |  | 3,592.5 |
| Financial services revenue |  | - |  | - |  | - |  | 349.7 |  | - |  | 349.7 |
| Total revenue | \$ | 1,234.6 | \$ | 1,643.9 | \$ | 1,238.2 | \$ | 349.7 | \$ | (524.2) | \$ | 3,942.2 |

[^1]The following table represents external net sales disaggregated by customer type:
(Amounts in millions)
Net sales:
Vehicle service professionals
All other professionals
External net sales
Intersegment net sales
Total net sales
Financial services revenue
Total revenue


Nature of goods and services: Snap-on derives net sales from a broad line of products and complementary services that are grouped into three categories: (i) tools; (ii) diagnostics, information and management systems; and (iii) equipment. The tools product category includes hand tools, power tools, tool storage products and other similar products. The diagnostics, information and management systems product category includes handheld and computer-based diagnostic products, service and repair information products, diagnostic software solutions, electronic parts catalogs, business management systems and services, point-of-sale systems, integrated systems for vehicle service shops, original equipment manufacturer ("OEM") purchasing facilitation services, and warranty management systems and analytics to help OEM dealership service and repair shops ("OEM dealerships") manage and track performance. The equipment product category includes solutions for the service of vehicles and industrial equipment. Snap-on supports the sale of its diagnostics and vehicle service shop equipment by offering training programs as well as after-sales support to its customers. Through its financial services businesses, Snap-on derives revenue from various financing programs designed to facilitate the sales of its products and support its franchise business.

Approximately $90 \%$ of Snap-on's net sales are products sold at a point in time through ship-and-bill performance obligations that also include repair services. The remaining sales revenue is earned over time primarily on a subscription basis including software, extended warranty and other subscription service agreements.

Snap-on enters into contracts related to the selling of tools, diagnostic and repair information and equipment products and related services. At contract inception, an assessment of the goods and services promised in the contracts with customers is performed and a performance obligation is identified for each distinct promise to transfer to the customer a good or service (or bundle of goods or services). To identify the performance obligations, Snap-on considers all of the goods or services promised in the contract regardless of whether they are explicitly stated or are implied by customary business practices. Contracts with customers are comprised of customer purchase orders, invoices and written contracts.

For certain performance obligations related to software subscriptions, extended warranty and other subscription agreements that are settled over time, Snap-on has elected not to disclose the value of unsatisfied performance obligations for: (i) contracts that have an original expected length of one year or less; (ii) contracts where revenue is recognized as invoiced; and (iii) contracts with variable consideration related to unsatisfied performance obligations. The remaining duration of these unsatisfied performance obligations range from one month up to 60 months. Snap-on had approximately $\$ 190.0$ million of long-term contracts that have fixed consideration that extends beyond one year as of January 1, 2022. Snap-on expects to recognize approximately $75 \%$ of these contracts as revenue by the end of fiscal 2023, an additional $20 \%$ by the end of fiscal 2025 and the balance thereafter.

Snap-on typically expenses incremental direct costs of obtaining a contract (sales commissions) when incurred because the amortization period is generally 12 months or less. Capitalized long-term contract costs are not significant. Contract costs are expensed or amortized in "Operating expenses" on the accompanying Consolidated Statements of Earnings.

When performance obligations are satisfied: For performance obligations related to the majority of ship-and-bill products, including repair services contracts, control transfers at a point in time when title transfers upon shipment of the product to the customer, and for some sales, control transfers when title is transferred at time of receipt by customer. Once a product or repaired product has shipped or has been delivered, the customer is able to direct the use of, and obtain substantially all of the remaining benefits from the asset, revenue is recognized. Snap-on considers control to have transferred upon shipment or delivery when Snap-on has a present right to payment, the customer has legal title to the asset, Snap-on has transferred physical possession of the asset, and the customer has significant risk and rewards of ownership of the asset.

For performance obligations related to software subscriptions, extended warranties and other subscription agreements, Snap-on transfers control and recognizes revenue over time on a ratable basis using a time-based output method. The performance obligations are typically satisfied as services are rendered on a straight-line basis over the contract term, which is generally for 12 months but can be for a term up to 60 months.

Significant payment terms: For ship-and-bill type contracts with customers, the contract states the final terms of the sale, including the description, quantity, and price of each product or service purchased. Payment terms are typically due upon delivery or up to 30 days after delivery but can range up to 120 days after delivery.

For subscription contracts, payment terms are in advance or in arrears of services on a monthly, quarterly or annual basis over the contract term, which is generally for 12 months but can be for a term up to 60 months depending on the product or service. The customer typically agrees to a stated rate and price in the contract that does not vary over the contract term. In some cases, customers prepay for their licenses, or in other cases, pay on a monthly or quarterly basis. When the timing of the payment made by the customer precedes the delivery of the performance obligation, a contract liability is recognized.

Variable consideration: In some cases, the nature of Snap-on's contracts give rise to variable consideration, including rebates, credits, allowances for returns or other similar items that generally decrease the transaction price. These variable amounts generally are credited to the customer, based on achieving certain levels of sales activity, product returns and making payments within specific terms.

In the normal course of business, Snap-on allows franchisees to return product per the provisions in the franchise agreement that allow for the return of product in a saleable condition. For other customers, product returns are generally not accepted unless the item is defective as manufactured. Where applicable, Snap-on establishes provisions for estimated sales returns. Estimated product returns are recorded as a reduction in reported revenues at the time of sale based upon historical product return experience and is adjusted for known trends to arrive at the amount of consideration that Snap-on expects to receive.

Variable consideration is estimated at the most likely amount that is expected to be earned. Estimated amounts are included in the transaction price to the extent it is probable that a significant reversal of cumulative revenue recognized will not occur when the uncertainty associated with the variable consideration is resolved. Estimates of variable consideration and determination of whether to include estimated amounts in the transaction price are based largely on an assessment of the anticipated performance and all information (historical, current and forecasted) that is reasonably available.

Warranties: Snap-on allows customers to return product when the product is defective as manufactured. Where applicable, Snap-on establishes provisions for estimated warranties. Estimated product warranties are provided for specific product lines and Snap-on accrues for estimated future warranty cost in the period in which the sale is recorded. The costs are included in "Cost of goods sold" on the accompanying Consolidated Statements of Earnings. Snap-on calculates its accrual requirements based on historic warranty loss experience that is periodically adjusted for recent actual experience, including the timing of claims during the warranty period and actual costs incurred. Snap-on does not typically provide customers with the right to a refund.

Contract liabilities: Contract liabilities are recorded when cash payments are received in advance of Snap-on's performance. The timing of payment is typically on a monthly, quarterly or annual basis. The balance of total contract liabilities was $\$ 63.8$ million and $\$ 61.0$ million at January 1, 2022, and January 2, 2021, respectively. The current portion of contract liabilities is included in "Other accrued liabilities" and the non-current portion of such liabilities is included in "Other long-term liabilities" on the accompanying Consolidated Balance Sheets. In 2021, Snap-on recognized revenue of $\$ 52.3$ million that was included in the contract liability balance at January 2, 2021, which was primarily from the amortization of software subscriptions, extended warranties and other subscription agreements. The increase in the total contract liabilities balance is primarily driven by the timing of cash payments received or due in advance of satisfying Snap-on's performance obligations and growth in certain software subscriptions, partially offset by revenues recognized that were included in the contract liability balance at the beginning of the year.

Franchise fee revenue, including nominal, non-refundable initial fees, is recognized upon the granting of a franchise, which is when the company has performed substantially all initial services required by the franchise agreement. Franchise fee revenue also includes ongoing monthly fees (primarily for sales and business training as well as marketing and product promotion programs) that are recognized as the fees are earned. Franchise fee revenue in 2021, 2020 and 2019 totaled $\$ 17.3$ million, $\$ 16.2$ million and $\$ 15.4$ million, respectively.

## Note 3: Acquisitions

On August 1, 2021, Snap-on acquired AutoCrib EMEA GmbH ("AutoCrib Germany"), a former independent distributor, for a cash purchase price of $\$ 4.4$ million (or $\$ 4.2$ million, net of cash acquired). AutoCrib Germany, based in Hamburg, Germany, distributes asset and tool control solutions for a variety of aerospace, automotive, military, natural resources and general industry operations. In fiscal 2021, the company recorded, on a preliminary basis, the $\$ 3.3$ million excess of the purchase price over the fair value of the net assets acquired in "Goodwill" on the accompanying Consolidated Balance Sheets. The company anticipates completing the purchase accounting for the acquired net assets of AutoCrib Germany in first half of 2022.

On July 1, 2021, Snap-on exchanged its 35\% equity interest in Deville S.A., valued at $\$ 21.8$ million, for $100 \%$ ownership of Secateurs Pradines ("Pradines"), a wholly owned subsidiary of Deville S.A. with a fair value of $\$ 20.7$ million (or $\$ 16.2$ million, net of cash acquired), and cash of $\$ 1.1$ million. Pradines, located in Bauge-en-Anjou, France, designs and manufactures horticultural hand tools for professionals and individuals. In fiscal 2021, the company recorded, on a preliminary basis, the $\$ 10.7$ million excess of the purchase price over the fair value of net assets acquired in "Goodwill" in the accompanying Consolidated Balance Sheets. The company anticipates completing the purchase accounting for the acquired net assets of Pradines in the first half of 2022.

On February 26, 2021, Snap-on acquired Dealer-FX Group, Inc. ("Dealer-FX") for a cash purchase price of $\$ 200.1$ million (or $\$ 200.0$ million, net of cash acquired). Dealer-FX, based in Markham, Ontario, is a leading developer, marketer and provider of service-operations software solutions for automotive OEM customers and their dealers. Dealer-FX specializes in software as a service (SaaS) management systems, communications platforms, extensive data integrations, and offers a digitalized solution that increases productivity and enhances the vehicle owners' experience. In fiscal 2021, the company substantially completed the purchase accounting valuations for the acquired net assets of Dealer-FX, including intangible assets. Final purchase accounting valuations are expected to be completed in the first quarter of 2022 , including the evaluation of tax benefits associated with net operating loss carryforwards. The preliminary $\$ 150.8$ million excess of the purchase price over the fair value of the net assets acquired was recorded in "Goodwill" on the accompanying Consolidated Balance Sheets.

On September 28, 2020, Snap-on acquired substantially all of the assets of AutoCrib, Inc. ("AutoCrib") for a cash purchase price of $\$ 35.4$ million. AutoCrib, based in Tustin, California, designs, manufactures and markets asset and tool control solutions for a variety of aerospace, automotive, military, natural resources and general industry operations. In fiscal 2021, the company completed the purchase accounting valuations for the acquired net assets of AutoCrib, including intangible assets. The $\$ 18.3$ million excess of the purchase price over the fair value of the net assets acquired was recorded in "Goodwill" on the accompanying Consolidated Balance Sheets.

On January 31, 2020, Snap-on acquired substantially all of the assets related to the TreadReader product line from Sigmavision Limited ("Sigmavision") for a cash purchase price of $\$ 5.9$ million. Sigmavision designs and manufactures handheld devices and drive-over ramps that provide tire information for use in the automotive industry. In fiscal 2020, the company completed the purchase accounting valuations for the acquired net assets of Sigmavision, including intangible assets. The $\$ 5.6$ million excess of the purchase price over the fair value of the net assets acquired was recorded in "Goodwill" on the accompanying Consolidated Balance Sheets.

On August 7, 2019, Snap-on acquired Cognitran Limited ("Cognitran") for a cash purchase price of $\$ 30.6$ million (or $\$ 29.6$ million, net of cash acquired), which reflects a $\$ 0.2$ million working capital adjustment finalized in fiscal 2020. Cognitran, based in Chelmsford, U.K., specializes in flexible, modular and highly scalable "Software as a Service" (SaaS) products for OEM customers and their dealers, focused on the creation and delivery of service, diagnostics, parts and repair information to the OEM dealers and connected vehicle platforms. In fiscal 2020, the company completed the purchase accounting valuations for the acquired net assets of Cognitran, including intangible assets. The $\$ 14.5$ million excess of the purchase price over the fair value of the net assets acquired in "Goodwill" on the accompanying Consolidated Balance Sheets.

On April 2, 2019, Snap-on acquired Power Hawk Technologies, Inc. ("Power Hawk") for a cash purchase price of $\$ 7.9$ million. Power Hawk, based in Rockaway, New Jersey, designs, manufactures and distributes rescue tools and related equipment for a variety of military, governmental, fire and rescue, and emergency operations. In fiscal 2019, the company completed the purchase accounting valuations for the acquired net assets of Power Hawk, including intangible assets. The $\$ 6.4$ million excess of the purchase price over the fair value of the net assets acquired was recorded in "Goodwill" on the accompanying Consolidated Balance Sheets.

On January 25, 2019, Snap-on acquired substantially all of the assets of TMB GeoMarketing Limited ("TMB") for a cash purchase price of $\$ 1.3$ million. TMB, based in Dorking, U.K., designs planning software used by OEMs to optimize dealer locations and manage the performance of dealer outlets. In fiscal 2019, the company completed the purchase accounting valuations for the acquired net assets of TMB. Substantially all of the purchase price over the fair value of the net assets acquired was recorded in "Goodwill" on the accompanying Consolidated Balance Sheets.

For segment reporting purposes, the results of operations and assets of Dealer-FX, Sigmavision, Cognitran and TMB have been included in the Repair Systems \& Information Group since the respective acquisition dates, and the results of operations and assets of AutoCrib Germany, Pradines, AutoCrib and Power Hawk have been included in the Commercial \& Industrial Group since the respective acquisition dates.

Pro forma financial information has not been presented for any of these acquisitions as the net effects, individually and collectively, were neither significant nor material to Snap-on's results of operations or financial position. See Note 7 for further information on goodwill and other intangible assets.

## Note 4: Receivables

At the beginning of fiscal 2020, Snap-on adopted ASU No. 2016-13, Financial Instruments - Credit Losses (Topic 326). The adoption did not have a significant impact on the company's consolidated financial statements. Under ASU No. 2016-13, Snap-on is required to determine expected credit losses for financial instruments held at the reporting date based on historical experience, current conditions and reasonable forecasts.

Trade and Other Accounts Receivable: Snap-on's trade and other accounts receivable primarily arise from the sale of tools and diagnostic and equipment products to a broad range of industrial and commercial customers and to Snap-on's independent franchise van channel with payment terms generally ranging from 30 to 120 days.

The components of Snap-on's trade and other accounts receivable as of 2021 and 2020 year end are as follows:
(Amounts in millions)
Trade and other accounts receivable
Allowances for credit losses
Total trade and other accounts receivable - net

| 2021 |  | 2020 |  |
| :---: | :---: | :---: | :---: |
| \$ | 709.6 | \$ | 667.0 |
|  | (27.3) |  | (26.3) |
| \$ | 682.3 | \$ | 640.7 |

The following is a rollforward of the allowances for credit losses related to trade and other accounts receivable for 2021 and 2020:
(Amounts in millions)
Allowances for credit losses:

| Beginning of period | \$ | 26.3 | \$ | 20.9 |
| :---: | :---: | :---: | :---: | :---: |
| Provision for credit losses |  | 15.5 |  | 18.9 |
| Charge-offs |  | (13.6) |  | (13.6) |
| Recoveries |  | - |  | 0.2 |
| Currency translation |  | (0.9) |  | (0.1) |
| End of period | \$ | 27.3 | \$ | 26.3 |

Finance and Contract Receivables: Snap-on Credit LLC ("SOC"), the company's financial services operation in the United States, originates extended-term finance and contract receivables on sales of Snap-on's products sold through the U.S. franchisee network and to certain other customers of Snap-on; Snap-on's foreign finance subsidiaries provide similar financing internationally. Interest income on finance and contract receivables is included in "Financial services revenue" on the accompanying Consolidated Statements of Earnings.

Snap-on's finance receivables are comprised of extended-term payment contracts to both technicians and independent shop owners (i.e., franchisees' customers) to enable them to purchase tools and diagnostic and equipment products on an extendedterm payment plan, generally with payment terms of approximately four years.

Contract receivables, with payment terms of up to 10 years, are comprised of extended-term payment contracts to a broad base of customers worldwide, including shop owners, both independents and national chains, for their purchase of tools and diagnostic and equipment products, as well as extended-term contracts to franchisees to meet a number of financing needs, including working capital loans, loans to enable new franchisees to fund the purchase of the franchise and van leases, or the expansion of an existing franchise. Finance and contract receivables are generally secured by the underlying tools and/or diagnostic or equipment products financed and, for contracts to franchisees, other franchisee assets.

The components of Snap-on's current finance and contract receivables as of 2021 and 2020 year end are as follows:

> (Amounts in millions)

Finance installment receivables
Finance lease receivables, net of unearned finance charges of $\$ 1.3$ million and $\$ 4.4$ million, respectively
Total finance receivables

Contract installment receivables
Contract lease receivables, net of unearned finance charges of $\$ 18.7$ million and $\$ 18.2$ million, respectively
Total contract receivables
Total

$\begin{array}{r}7.1 \\ \hline 564.1\end{array}$

| 55.2 | 59.1 |  |
| ---: | ---: | ---: |
| 57.3 |  |  |
|  | 112.5 <br> 676.6 | 114.8 |

Allowances for credit losses:
Finance installment receivables
Finance lease receivables
Total finance allowance for credit losses

Contract installment receivables
Contract lease receivables
Total contract allowance for credit losses
Total allowance for credit losses
Total current finance and contract receivables - net

Finance receivables - net
Contract receivables - net
Total current finance and contract receivables - net

| $(21.7)$ | $(23.6)$ |
| ---: | ---: |
| $(0.1)$ | $(0.3)$ |
|  | $(23.9)$ |


|  | $(0.9)$ <br> $(1.2)$ | $(1.4)$ <br> $(0.9)$ <br>  <br>  |
| :---: | :---: | :---: |
|  |  | $(23.9)$ |

$\begin{array}{llll}\$ & 542.3 & \$ & 530.2\end{array}$

|  |
| :--- |
| $\$ \quad 652.7$ |

The components of Snap-on's finance and contract receivables with payment terms beyond one year as of 2021 and 2020 year end are as follows:
(Amounts in millions)
Finance installment receivables
Finance lease receivables, net of unearned finance charges of $\$ 0.5$ million and $\$ 2.5$ million, respectively
Total finance receivables

| 2021 |  | 2020 |  |
| :---: | :---: | :---: | :---: |
| \$ | 1,155.3 | \$ | 1,173.1 |
|  | 4.2 |  | 15.6 |
|  | 1,159.5 |  | 1,188.7 |

Contract installment receivables
197.1
199.7

Contract lease receivables, net of unearned finance charges of $\$ 30.3$ million and $\$ 30.2$ million, respectively
Total contract receivables
Total

| 187.4 |  |
| ---: | ---: |
| 384.5 |  |
| $1,544.0$ |  |
|  | 181.7 |

Allowances for credit losses:
Finance installment receivables
(45.4)

Finance lease receivables
Total finance allowance for credit losses

Contract installment receivables
Contract lease receivables
Total contract allowance for credit losses
Total allowance for credit losses
Total long-term finance and contract receivables - net

| $(45.4)$ | $(52.1)$ |
| ---: | ---: |
| $(0.1)$ | $(0.3)$ |
|  | $(52.4)$ |

Finance receivables - net
Contract receivables - net
Total long-term finance and contract receivables - net

|  | (3.2) |  | (3.1) |
| :---: | :---: | :---: | :---: |
|  | (3.1) |  | (3.6) |
|  | (6.3) |  | (6.7) |
|  | (51.8) |  | (59.1) |
| \$ | 1,492.2 | \$ | 1,511.0 |
| \$ | 1,114.0 | \$ | 1,136.3 |
|  | 378.2 |  | 374.7 |
| \$ | 1,492.2 | \$ | 1,511.0 |

Long-term finance and contract receivables installments, net of unearned finance charges, as of 2021 and 2020 year end are scheduled as follows:
(Amounts in millions)
Due in Months:

| 13-24 | \$ | 428.1 | \$ | 91.7 | \$ | 444.6 | \$ | 92.0 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 25-36 |  | 361.3 |  | 81.3 |  | 360.3 |  | 78.9 |
| 37-48 |  | 246.2 |  | 66.6 |  | 250.9 |  | 67.1 |
| 49-60 |  | 119.8 |  | 52.2 |  | 132.9 |  | 51.3 |
| Thereafter |  | 4.1 |  | 92.7 |  | - |  | 92.1 |
| Total | \$ | 1,159.5 | \$ | 384.5 | \$ | 1,188.7 | \$ | 381.4 |


| 2021 |  |  |  | 2020 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Finance Receivables |  | Contract Receivables |  | Finance Receivables |  | Contract Receivables |  |
| \$ | 428.1 | \$ | 91.7 | \$ | 444.6 | \$ | 92.0 |
|  | 361.3 |  | 81.3 |  | 360.3 |  | 78.9 |
|  | 246.2 |  | 66.6 |  | 250.9 |  | 67.1 |
|  | 119.8 |  | 52.2 |  | 132.9 |  | 51.3 |
|  | 4.1 |  | 92.7 |  | - |  | 92.1 |
| \$ | 1,159.5 | \$ | 384.5 | \$ | 1,188.7 | \$ | 381.4 |

Credit quality: The company's receivable portfolio is comprised of two portfolio segments, finance and contract receivables, which are the same segments used to estimate expected credit losses reported in the allowance for credit losses. The amortized cost basis for finance and contract receivables is the amount originated adjusted for applicable accrued interest and net of deferred fees or costs, collection of cash, and write-offs. The company monitors and assesses credit risk based on the characteristics of each portfolio segment.

When extending credit, Snap-on evaluates the collectability of the receivables based on a combination of various financial and qualitative factors that may affect a customer's ability to pay. These factors may include the customer's financial condition, past payment experience, and credit bureau and proprietary Snap-on credit model information, as well as the value of the underlying collateral.

For finance and contract receivables, Snap-on assesses quantitative and qualitative factors through the use of credit quality indicators consisting primarily of collection experience and related internal metrics. Delinquency is the primary indicator of credit quality for finance and contract receivables. Snap-on conducts monthly reviews of credit and collection performance for both the finance and contract receivable portfolios focusing on data such as delinquency trends, nonaccrual receivables, and write-off and recovery activity. These reviews allow for the formulation of collection strategies and potential collection policy modifications in response to changing risk profiles in the finance and contract receivable portfolios. The other internal metrics include credit exposure by customer and delinquency classification to further monitor changing risk profiles. The company maintains a system that aggregates credit exposure and provides delinquency data by days past due aging categories. A receivable 30 days or more past due is considered delinquent. However, customers are monitored prior to becoming 30 days past due.

The amortized cost basis of finance and contract receivables by origination year as of 2021 year end is as follows:

| (Amounts in millions) | 2021 |  | 2020 |  | 2019 |  | 2018 |  | 2017 |  | Prior |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Finance Receivables: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Delinquent | \$ | 12.8 | \$ | 16.4 | \$ | 8.2 | \$ | 4.4 | \$ | 2.1 | \$ | 0.6 | \$ | 44.5 |
| Non-delinquent |  | 1,070.7 |  | 392.4 |  | 144.1 |  | 54.4 |  | 14.9 |  | 2.6 |  | 1,679.1 |
| Total Finance receivables | \$ | 1,083.5 | \$ | 408.8 | \$ | 152.3 | \$ | 58.8 | \$ | 17.0 | \$ | 3.2 | \$ | 1,723.6 |
| Contract receivables: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Delinquent | \$ | 0.7 | \$ | 1.3 | \$ | 0.6 | \$ | 0.7 | \$ | 0.1 | \$ | 0.1 | \$ | 3.5 |
| Non-delinquent |  | 172.0 |  | 121.5 |  | 87.8 |  | 56.9 |  | 30.5 |  | 24.8 |  | 493.5 |
| Total Contract receivables | \$ | 172.7 | \$ | 122.8 | \$ | 88.4 | \$ | 57.6 | \$ | 30.6 | \$ | 24.9 | \$ | 497.0 |

Allowance for credit losses: The allowance for credit losses utilizes an expected credit loss objective for the recognition of credit losses on receivables over the contractual life using historical experience, asset specific risk characteristics, current conditions, reasonable and supportable forecasts, and the appropriate reversion period, when applicable.

The allowance for credit losses is maintained at a level that is considered adequate to cover credit-related losses on the receivables. Management performs detailed reviews of its receivables on a monthly and/or quarterly basis to assess the adequacy of the allowance and determine if any impairment has occurred. A receivable may have credit losses when it is expected that all amounts related to the receivable will not be collected according to the contractual terms of the agreement. Amounts determined to be uncollectable are charged directly against the allowance, while amounts recovered on previously written-off accounts increase the allowance. For both finance and contract receivables, net write-offs include the principal amount of losses written off as well as written-off accrued interest and fees, and recourse from franchisees on finance receivables. Recovered interest and fees previously written off are recorded through the allowance for credit losses and increase the allowance. Finance receivables are assessed for write-off when an account becomes 120 days past due and are written off typically within 60 days of asset repossession. Contract receivables related to equipment leases are generally written off when an account becomes 150 days past due, while contract receivables related to franchise finance and van leases are generally written off up to 180 days past the asset return date. For finance and contract receivables, customer bankruptcies are generally written off upon notification that the associated debt is not being reaffirmed or, in any event, no later than 180 days past due. Changes to the allowances for credit losses are maintained through adjustments to the provision for credit losses.

For finance receivables, the company uses a vintage loss rate methodology to determine expected losses. Vintage analysis aims to calculate losses based on the timing of the losses relative to the origination of the receivables. The finance receivable portfolio contains a substantial amount of homogeneous contracts which fits well with the vintage analysis.

For contract receivables the company primarily uses a Weighted-Average Remaining Maturity methodology ("WARM"). The WARM methodology calculates the average annual write-off rate and applies it to the remaining term of the receivables. The WARM method is used since the contract receivables have limited loss experience over generally longer terms and, therefore, the predictive loss patterns are more difficult to estimate.

The company performed a correlation analysis to compare historical losses to many economic factors. The primary economic factors considered were real gross domestic product, civilian unemployment, industrial production index, and repair and maintenance employment rate; the company determined that there is limited correlation between the historical losses and economic factors. As a result, consideration was given to qualitative factors to adjust the reserve balance for asset specific risk characteristics, current conditions and future expectations. Similar qualitative factors are considered for both finance and contract receivables. The qualitative factors used in determining the estimate of expected credit losses are influenced by the changes in the composition of the portfolio, underwriting practices, and other relevant conditions that were different from the historical periods, which included considering the impact of the coronavirus ("COVID-19") pandemic.

The allowance for credit losses is adjusted each period for changes in the credit risk and expected lifetime credit losses.
The following is a rollforward of the allowances for credit losses for finance and contract receivables for 2021 and 2020:

| (Amounts in millions) | 2021 |  |  |  | 2020 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Finance Receivables |  | Contract Receivables |  | Finance Receivables |  | Contract Receivables |  |
| Allowances for credit losses: |  |  |  |  |  |  |  |  |
| Beginning of year | \$ | 76.3 | \$ | 9.0 | \$ | 61.9 | \$ | 5.6 |
| Impact of adopting ASU No. 2016-13 |  | - |  | - |  | 5.2 |  | 2.9 |
| Provision for credit losses |  | 32.1 |  | 0.8 |  | 54.6 |  | 3.8 |
| Charge-offs |  | (50.9) |  | (1.8) |  | (53.8) |  | (3.8) |
| Recoveries |  | 9.8 |  | 0.4 |  | 8.2 |  | 0.4 |
| Currency translation |  | - |  | - |  | 0.2 |  | 0.1 |
| End of year | \$ | 67.3 | \$ | 8.4 | \$ | 76.3 | \$ | 9.0 |

Past due: Depending on the contract, payments for finance and contract receivables are due on a monthly or weekly basis. Weekly payments are converted into a monthly equivalent for purposes of calculating delinquency. Delinquencies are assessed at the end of each month following the monthly equivalent contractual payment due date. The entire receivable balance of a contract is considered delinquent when contractual payments become 30 days past due. Removal from delinquent status occurs when the cumulative amount of monthly contractual payments then due have been received by the company.

It is the general practice of Snap-on's financial services business not to engage in contract or loan modifications. In limited instances, Snap-on's financial services business may modify certain receivables in troubled debt restructurings. The amount and number of restructured finance and contract receivables as of 2021 and 2020 year end were immaterial to both the financial services portfolio and the company's results of operations and financial position.

The aging of finance and contract receivables as of 2021 and 2020 year end is as follows:

| (Amounts in millions) | $\begin{gathered} 30-59 \\ \text { Days Past } \\ \text { Due } \end{gathered}$ |  | $\begin{gathered} 60-90 \\ \text { Days Past } \\ \text { Due } \end{gathered}$ |  | Greater <br> Than 90 <br> Days Past <br> Due |  | Total Past Due |  | Total Not Past Due |  | Total |  | Greater <br> Than 90 <br> Days Past <br> Due and <br> Accruing |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 2021 year end: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Finance receivables | \$ | 16.0 | \$ | 10.5 | \$ | 18.0 | \$ | 44.5 | \$ | 1,679.1 | \$ | 1,723.6 | \$ | 16.0 |
| Contract receivables |  | 1.7 |  | 0.9 |  | 0.9 |  | 3.5 |  | 493.5 |  | 497.0 |  | 0.1 |
| 2020 year end: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Finance receivables | \$ | 18.4 | \$ | 12.2 | \$ | 21.1 | \$ | 51.7 | \$ | 1,691.1 | \$ | 1,742.8 | \$ | 18.2 |
| Contract receivables |  | 1.3 |  | 0.6 |  | 1.5 |  | 3.4 |  | 492.8 |  | 496.2 |  | 0.2 |

Nonaccrual: SOC maintains the accrual of interest income during the progression through the various stages of delinquency prior to processing for write-off. At the time of write-off, the entire balance including the accrued but unpaid interest income amount is recorded as a loss.

Finance receivables are generally placed on nonaccrual status (nonaccrual of interest and other fees): (i) when a customer is placed on repossession status; (ii) upon receipt of notification of bankruptcy; (iii) upon notification of the death of a customer; or (iv) in other instances in which management concludes collectability is not reasonably assured.

Contract receivables are generally placed on nonaccrual status: (i) when a receivable is more than 90 days past due or at the point a customer's account is placed on terminated status regardless of its delinquency status; (ii) upon notification of the death of a customer; or (iii) in other instances in which management concludes collectability is not reasonably assured.

The accrual of interest and other fees is resumed when the finance or contract receivable becomes contractually current and collection of all remaining contractual amounts due is reasonably assured. A receivable may have credit losses when it is expected that all amounts related to the receivable will not be collected according to the contractual terms of the applicable agreement. Such finance and contract receivables are covered by the company's respective allowances for credit losses and are written-off against the allowances when appropriate.

The amount of finance and contract receivables on nonaccrual status as of 2021 and 2020 year end is as follows:

## (Amounts in millions) <br> Finance receivables

Contract receivables

## Note 5: Inventories

Inventories by major classification as of 2021 and 2020 year end are as follows:
(Amounts in millions)
Finished goods
Work in progress
Raw materials
Total FIFO value
Excess of current cost over LIFO cost
Total inventories - net

Inventories accounted for using the FIFO method approximated $60 \%$ and $57 \%$ of total inventories as of 2021 and 2020 year end, respectively. The company accounts for its non-U.S. inventory on the FIFO method. As of 2021 year end, approximately $33 \%$ of the company's U.S. inventory was accounted for using the FIFO method and $67 \%$ was accounted for using the LIFO method. There were no LIFO inventory liquidations in 2021, 2020 or 2019.

| 2021 |  | 2020 |  |
| :---: | :---: | :---: | :---: |
| \$ | 686.5 | \$ | 643.4 |
|  | 64.3 |  | 61.6 |
|  | 140.2 |  | 125.5 |
|  | 891.0 |  | 830.5 |
|  | (87.2) |  | (84.0) |
| \$ | 803.8 | \$ | 746.5 |


| 2021 |  | 2020 |  |
| :---: | :---: | :---: | :---: |
| \$ | 7.7 | \$ | 9.6 |
|  | 2.7 |  | 2.4 |

## Note 6: Property and Equipment

Property and equipment (which are carried at cost) as of 2021 and 2020 year end are as follows:
(Amounts in millions)
Land
Buildings and improvements
Machinery, equipment and computer software
Property and equipment - gross
Accumulated depreciation and amortization
Property and equipment - net

| 2021 |  |  | 2020 |  |
| :--- | ---: | :--- | ---: | :---: |
| $\$$ | 33.8 | $\$$ | 34.0 |  |
|  | 434.4 |  | 432.0 |  |
|  | $1,059.2$ |  | $1,033.4$ |  |
|  | $1,527.4$ |  |  |  |
|  |  | $1,499.4$ |  |  |
|  | 518.2 |  |  |  |
|  | $\$$ | $(973.2)$ |  |  |

The estimated service lives of property and equipment are principally as follows:
$\begin{array}{ll}\text { Buildings and improvements } & 3 \text { to } 50 \text { years } \\ \text { Machinery, equipment and computer software } & 2 \text { to } 15 \text { years }\end{array}$

Depreciation expense was $\$ 75.6$ million, $\$ 73.3$ million and $\$ 70.1$ million in 2021, 2020 and 2019, respectively.

## Note 7: Goodwill and Other Intangible Assets

The changes in the carrying amount of goodwill by segment for 2021 and 2020 are as follows:

## (Amounts in millions)

Balance as of 2019 year end
Currency translation
Acquisitions
Balance as of 2020 year end
Currency translation
Acquisitions
Balance as of 2021 year end

| Commercial \& Industrial Group |  | Snap-on Tools Group |  | Repair Systems \& Information Group |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 286.2 | \$ | 12.5 | \$ | 615.1 | \$ | 913.8 |
|  | 26.7 |  | (0.1) |  | 15.0 |  | 41.6 |
|  | 18.3 |  | - |  | 8.7 |  | 27.0 |
| \$ | 331.2 | \$ | 12.4 | \$ | 638.8 | \$ | 982.4 |
|  | (19.4) |  | - |  | (11.3) |  | (30.7) |
|  | 14.0 |  | - |  | 150.8 |  | 164.8 |
| \$ | 325.8 | \$ | 12.4 | \$ | 778.3 | \$ | 1,116.5 |

Goodwill of $\$ 1,116.5$ million as of 2021 year end included $\$ 150.8$ million, on a preliminary basis, from the acquisition of Dealer-FX, $\$ 10.7$ million, on a preliminary basis, from the acquisition of Pradines and $\$ 3.3$ million, on a preliminary basis, from the acquisition of AutoCrib Germany. The goodwill from Dealer-FX is included in the Repair Systems \& Information Group and the goodwill from AutoCrib Germany and Pradines is included in the Commercial \& Industrial Group.

Goodwill of $\$ 982.4$ million as of 2020 year end includes: (i) $\$ 5.6$ million from the acquisition of certain assets of Sigmavision, (ii) $\$ 14.5$ million from the acquisition of Cognitran; and (iii) $\$ 18.3$ million, from the acquisition of AutoCrib. During 2020, the purchase accounting valuations for the acquired net assets, including intangible assets, of Sigmavision and Cognitran were completed, resulting in an increase in goodwill of $\$ 3.1$ million for Cognitran. The remaining purchase accounting valuations for the acquired net assets, including intangible assets, of AutoCrib were completed in the first quarter of 2021. The goodwill from the Sigmavision and Cognitran acquisitions is included in the Repair Systems \& Information Group. The goodwill from the AutoCrib acquisition is included in the Commercial \& Industrial Group.

See Note 3 for additional information on acquisitions.

Additional disclosures related to other intangible assets as of 2021 and 2020 year end are as follows:

| (Amounts in millions) | 2021 |  |  |  | 2020 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Gross Carrying Value |  | Accumulated Amortization |  | Gross Carrying Value |  | Accumulated Amortization |  |
| Amortized other intangible assets: |  |  |  |  |  |  |  |  |
| Customer relationships | \$ | 217.8 | \$ | (142.1) | \$ | 191.5 | \$ | (130.1) |
| Developed technology |  | 36.6 |  | (23.2) |  | 21.8 |  | (19.9) |
| Internally developed software |  | 182.7 |  | (139.1) |  | 172.2 |  | (128.0) |
| Patents |  | 45.7 |  | (25.1) |  | 43.2 |  | (25.3) |
| Trademarks |  | 3.9 |  | (2.3) |  | 3.9 |  | (2.4) |
| Other |  | 8.3 |  | (4.1) |  | 8.2 |  | (3.9) |
| Total |  | 495.0 |  | (335.9) |  | 440.8 |  | (309.6) |
| Non-amortized trademarks |  | 142.6 |  | - |  | 129.6 |  | - |
| Total other intangible assets | \$ | 637.6 | \$ | (335.9) | \$ | 570.4 | \$ | (309.6) |

As of year-end 2021, the gross carrying value of intangible assets includes $\$ 28.4$ million of customer relationships, $\$ 14.8$ million of developed technology and a $\$ 17.7$ million non-amortized trademark related to the Dealer-FX acquisition. As of yearend 2020, the gross carrying value of intangible assets includes $\$ 4.6$ million of customer relationships, $\$ 1.7$ million of developed technology and a $\$ 7.4$ million non-amortized trademark from the AutoCrib acquisition, as well as $\$ 0.3$ million of patents related to the Sigmavision acquisition.

Provision for impairment of goodwill and/or other intangible assets could arise in a future period due to significant and unanticipated changes in circumstances, such as declines in profitability and cash flow due to significant and long-term deterioration in macroeconomic, industry and market conditions, the loss of key customers, changes in technology or markets, significant changes in key personnel or litigation, a significant and sustained decrease in share price and/or other events, including effects from the sale or disposal of a reporting unit. As of 2021 year end, the company had no accumulated impairment losses.

The weighted-average amortization periods related to other intangible assets are as follows:

|  | In Years |
| :--- | :---: |
| Customer relationships | 14 |
| Developed technology | 5 |
| Internally developed software | 6 |
| Patents | 14 |
| Trademarks | 9 |
| Other | 39 |

Snap-on is amortizing its customer relationships on both an accelerated and straight-line basis over a 14 year weighted-average life; the remaining intangibles are amortized on a straight-line basis. The weighted-average amortization period for all amortizable intangibles on a combined basis is 12 years.

The company's customer relationships generally have contractual terms of three to five years and are typically renewed without significant cost to the company. The weighted-average 14 year life for customer relationships is based on the company's historical renewal experience. Intangible asset renewal costs are expensed as incurred.

The aggregate amortization expense was $\$ 29.2$ million in 2021, $\$ 23.4$ million in 2020 and $\$ 22.3$ million in 2019. Based on current levels of amortizable intangible assets and estimated weighted-average useful lives, estimated annual amortization expense is expected to be $\$ 28.0$ million in $2022, \$ 24.5$ million in 2023 , $\$ 18.8$ million in $2024, \$ 14.0$ million in 2025 , and $\$ 10.8$ million in 2026.

## Note 8: Exit and Disposal Activities

Snap-on did not record any costs for exit and disposal activities during fiscal 2021. Snap-on recorded $\$ 12.5$ million of costs associated with exit and disposal activities during fiscal 2020. The costs associated with disposal activities by operating segment are as follows:
(Amounts in millions)
Exit and disposal costs
Cost of goods sold:
Commercial \& Ind
Repair System \& I
Total cost of goo

Operating Expenses:
Snap-on Tools Group
Repair System \& Information Group
Total operating expenses

Total exit and disposal costs:

| Commercial \& Industrial Group | $\$$ | - | $\$$ | 6.4 |
| :--- | :--- | :--- | :--- | :--- |
| Snap-on Tools Group | - | 0.6 |  |  |
| Repair System \& Information Group |  | - | 5.5 |  |
|  |  | - | 12.5 |  |
| Total exit and disposal costs | $\$$ |  |  |  |

Of the $\$ 12.5$ million of costs incurred in 2020, $\$ 12.2$ million qualified for accrual treatment. Costs associated with exit and disposal activities in 2020 primarily related to headcount reductions from the ongoing optimization of the company's cost structure in Europe and various other management and realignment actions.

Snap-on's exit and disposal accrual activity for 2021 and 2020 are as follows:

| (Amounts in millions) | Balance at 2019 <br> Year End |  | Provision in 2020 |  | $\begin{aligned} & \text { Usage in } \\ & 2020 \\ & \hline \end{aligned}$ |  | Balance at $2020$ <br> Year End |  | Provision in 2021 |  | Usage in |  | Balance at 2021 Year End |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Severance costs: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Commercial \& Industrial Group | \$ | - | \$ | 6.4 | \$ | (0.6) | \$ | 5.8 | \$ | - | \$ | (1.5) | \$ | 4.3 |
| Snap-on Tools Group |  | - |  | 0.6 |  | (0.2) |  | 0.4 |  | - |  | (0.1) |  | 0.3 |
| Repair System \& Information Group |  | - |  | 5.2 |  | (1.4) |  | 3.8 |  | - |  | (1.4) |  | 2.4 |
| Total | \$ | - | \$ | 12.2 | \$ | (2.2) | \$ | 10.0 | \$ | - | \$ | (3.0) | \$ | 7.0 |

As of January 1, 2022, the company expects that approximately $\$ 5.2$ million of the $\$ 7.0$ million exit and disposal accrual will be utilized in 2022, and the remainder thereafter, primarily for longer-term severance payments.

Snap-on expects to fund the remaining cash requirements of its exit and disposal activities with available cash on hand, cash flows from operating activities and borrowings under the company's existing credit facilities. The estimated costs for the exit and disposal activities were based on management's best business judgement under prevailing circumstances.

## Note 9: Income Taxes

The source of earnings before income taxes and equity earnings consisted of the following:
(Amounts in millions)
United States
Foreign
Total

| 2021 |  | 2020 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 911.4 | \$ | 715.9 | \$ | 765.3 |
|  | 175.5 |  | 119.3 |  | 156.8 |
| \$ | 1,086.9 | \$ | 835.2 | \$ | 922.1 |

The provision (benefit) for income taxes consisted of the following:

| (Amounts in millions) | 2021 |  | 2020 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Current: |  |  |  |  |  |  |
| Federal | \$ | 152.9 | \$ | 136.8 | \$ | 110.0 |
| Foreign |  | 48.2 |  | 29.9 |  | 38.1 |
| State |  | 37.5 |  | 30.6 |  | 29.5 |
| Total current |  | 238.6 |  | 197.3 |  | 177.6 |
| Deferred: |  |  |  |  |  |  |
| Federal |  | 6.1 |  | (10.0) |  | 26.6 |
| Foreign |  | (0.3) |  | 3.0 |  | 1.5 |
| State |  | 2.6 |  | (1.2) |  | 6.1 |
| Total deferred |  | 8.4 |  | (8.2) |  | 34.2 |
| Total income tax provision | \$ | 247.0 | \$ | 189.1 | \$ | 211.8 |

The following is a reconciliation of the statutory federal income tax rate to Snap-on's effective tax rate:

Statutory federal income tax rate
$\frac{2021}{21.0 \%} \frac{2020}{21.0 \%}-\frac{2019}{21.0 \%}$

Increase (decrease) in tax rate resulting from:
State income taxes, net of federal benefit

| 2.8 | 2.9 | 2.9 |
| :---: | :---: | :---: |
| $(0.4)$ | $(0.5)$ | $(0.4)$ |
| $(0.5)$ | $(0.7)$ | $(0.1)$ |
| 0.2 | 0.5 | 0.4 |
| 0.3 | $(0.5)$ | $(0.4)$ |
| 0.5 | 0.5 | 0.4 |
| $(1.0)$ | $(0.5)$ | $(0.5)$ |
| $(0.2)$ | $(0.1)$ | $(0.3)$ |
| $22.7 \%$ | $22.6 \%$ | $23.0 \%$ |

Snap-on's effective income tax rate on earnings attributable to Snap-on Incorporated was $23.2 \%$ in 2021, $23.2 \%$ in 2020, and $23.4 \%$ in 2019.

Temporary differences that give rise to the net deferred income tax liability as of 2021, 2020 and 2019 year end are as follows:


As of 2021 year end, Snap-on had tax net operating loss carryforwards totaling $\$ 160.5$ million as follows:

| (Amounts in millions) | State |  | Federal |  | Foreign |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Year of expiration: |  |  |  |  |  |  |  |  |
| 2022-2026 | \$ | 0.3 | \$ | - | \$ | 46.7 | \$ | 47.0 |
| 2027-2031 |  | 36.3 |  | - |  | 15.5 |  | 51.8 |
| 2032-2036 |  | - |  | - |  | - |  | - |
| 2037-2041 |  | - |  | - |  | 10.8 |  | 10.8 |
| 2042-2046 |  | - |  | - |  | 17.6 |  | 17.6 |
| Indefinite |  | - |  | - |  | 33.3 |  | 33.3 |
| Total net operating loss carryforwards | \$ | 36.6 | \$ | - | \$ | 123.9 | \$ | 160.5 |

A valuation allowance totaling $\$ 24.5$ million, $\$ 26.7$ million and $\$ 27.8$ million as of 2021, 2020 and 2019 year end, respectively, has been established for deferred income tax assets primarily related to certain subsidiary loss carryforwards that may not be realized. Realization of the net deferred income tax assets is dependent on generating sufficient taxable income prior to their expiration. Although realization is not assured, management believes it is more-likely-than-not that the net deferred income tax assets will be realized. The amount of the net deferred income tax assets considered realizable, however, could change in the near term if estimates of future taxable income during the carryforward period fluctuate. The expected realization of tax benefits associated with the February 26, 2021 acquired loss carryforwards will be recorded in the first quarter of 2022, with the final purchase accounting valuation for Dealer-FX. See Note 3 for more information on acquisitions.

28

The following is a reconciliation of the beginning and ending amounts of unrecognized tax benefits for 2021, 2020 and 2019:
(Amounts in millions)
Unrecognized tax benefits at beginning of year
Gross increases - tax positions in prior periods
Gross decreases - tax positions in prior periods
Gross increases - tax positions in the current period
Settlements with taxing authorities
Lapsing of statutes of limitations
Unrecognized tax benefits at end of year

| 2021 |  | 2020 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 9.1 | \$ | 10.3 | \$ | 11.1 |
|  | 0.4 |  | 0.4 |  | - |
|  | (0.4) |  | - |  | (0.6) |
|  | 0.4 |  | 0.4 |  | 0.5 |
|  | - |  | (1.4) |  | - |
|  | (0.6) |  | (0.6) |  | (0.7) |
| \$ | 8.9 | \$ | 9.1 | \$ | 10.3 |

The unrecognized tax benefits of $\$ 8.9$ million, $\$ 9.1$ million and $\$ 10.3$ million as of 2021,2020 and 2019 year end, respectively, would impact the effective income tax rate if recognized. As of January 1, 2022, unrecognized tax benefits of $\$ 1.3$ million and $\$ 7.6$ million were included in "Deferred income tax assets" and "Other long-term liabilities," respectively, on the accompanying Consolidated Balance Sheets. Interest and penalties related to unrecognized tax benefits are recorded in income tax expense. As of 2021, 2020 and 2019 year end, the company had provided for $\$ 1.4$ million, $\$ 1.1$ million and $\$ 1.1$ million, respectively, of accrued interest and penalties related to unrecognized tax benefits. As of January 1, 2022, $\$ 1.4$ million of accrued interest and penalties were included in "Other long-term liabilities" on the accompanying Consolidated Balance Sheets.

Snap-on and its subsidiaries file income tax returns in the United States and in various state, local and foreign jurisdictions. It is reasonably possible that certain unrecognized tax benefits may either be settled with taxing authorities or the statutes of limitations for such items may lapse within the next 12 months, causing Snap-on's gross unrecognized tax benefits to decrease by a range of zero to $\$ 4.2$ million. Over the next 12 months, Snap-on anticipates taking certain tax positions on various tax returns for which the related tax benefit does not meet the recognition threshold. Accordingly, Snap-on's gross unrecognized tax benefits may increase by a range of zero to $\$ 0.8$ million over the next 12 months for uncertain tax positions expected to be taken in future tax filings.

With few exceptions, Snap-on is no longer subject to U.S. federal and state/local income tax examinations by tax authorities for years prior to 2017, and Snap-on is no longer subject to non-U.S. income tax examinations by tax authorities for years prior to 2012.

In general, it is Snap-on's practice and intention to reinvest certain earnings of its non-U.S. subsidiaries in those operations. As of 2021 year end, the company has not made a provision for incremental U.S. income taxes or additional foreign withholding taxes on approximately $\$ 358.7$ million of such undistributed earnings that is deemed indefinitely reinvested. Determination of the amount of unrecognized deferred tax liability related to these earnings is not practicable. As a result of the Tax Act, which subjected the majority of the company's undistributed foreign earnings to taxation for the 2017 tax year, the company can now repatriate non-U.S. cash in a tax efficient manner. Accordingly, the company has reversed its prior assertion concerning the indefinite reinvestment of the majority of its undistributed foreign earnings and has recorded a deferred tax liability of $\$ 4.4$ million for the incremental tax costs associated with the future potential repatriation of such earnings.

## Note 10: Short-term and Long-term Debt

Short-term and long-term debt as of 2021 and 2020 year end consisted of the following:

| (Amounts in millions) | 2021 |  | 2020 |  |
| :---: | :---: | :---: | :---: | :---: |
| 6.125\% unsecured notes due 2021 | \$ | - | \$ | 250.0 |
| $3.25 \%$ unsecured notes due 2027 |  | 300.0 |  | 300.0 |
| 4.10\% unsecured notes due 2048 |  | 400.0 |  | 400.0 |
| 3.10\% unsecured notes due 2050 |  | 500.0 |  | 500.0 |
| Other debt* |  | 0.3 |  | 0.6 |
|  |  | 1,200.3 |  | 1,450.6 |
| Less: notes payable and current maturities of long-term debt: |  |  |  |  |
| Current maturities of long-term debt | \$ | - | \$ | (250.0) |
| Other notes* |  | (17.4) |  | (18.5) |
|  |  | (17.4) |  | (268.5) |
| Total long-term debt | \$ | 1,182.9 | \$ | 1,182.1 |

* Includes the net effects of debt amortization costs and fair value adjustments related to interest rate swaps.

There are no annual maturities of Snap-on's long-term debt and notes payable over the next five years.
Average notes payable outstanding, including commercial paper borrowings in 2020 and short-term credit facility borrowings in both years, were $\$ 16.7$ million and $\$ 68.4$ million in 2021 and 2020, respectively. The 2021 weighted-average interest rate on such borrowings of $8.39 \%$ compared with $2.98 \%$ in 2020. There were no commercial paper borrowings during 2021. Average commercial paper borrowings were $\$ 41.0$ million in 2020 with a weighted-average interest rate of $1.53 \%$. No commercial paper was outstanding as of year-end 2021 or 2020 . There were no amounts borrowed under the short-term credit facility during 2021. Average short-term credit facility borrowings were $\$ 13.9$ million in 2020 with a weighted-average interest rate of $1.7 \%$. No amounts were outstanding under the short-term credit facility as of year-end 2021 or 2020 . At 2021 year end, the weightedaverage interest rate on outstanding notes payable of $8.39 \%$ compared with $8.87 \%$ in 2020 . The 2021 year-end rate decreased primarily due to lower rates on local borrowings in emerging markets.

On April 27, 2020, Snap-on sold, at a discount, $\$ 500$ million of unsecured $3.10 \%$ notes that mature on May 1, 2050 (the "2050 Notes"). Interest on the 2050 Notes accrues at a rate of $3.10 \%$ and is paid semi-annually. Snap-on used the $\$ 489.9$ million net proceeds from the sale of the 2050 Notes, reflecting $\$ 4.4$ million of transaction costs, for general corporate purposes, which included working capital, capital expenditures and acquisitions.

Snap-on has an $\$ 800$ million multi-currency revolving credit facility that terminates on September 16, 2024 (the "Credit Facility"); no amounts were outstanding under the Credit Facility as of January 1, 2022. Borrowings under the Credit Facility bear interest at varying rates based on either: (i) Snap-on's then-current, long-term debt ratings; or (ii) Snap-on's then-current ratio of consolidated debt net of certain cash adjustments ("Consolidated Net Debt") to earnings before interest, taxes, depreciation, amortization and certain other adjustments for the preceding four fiscal quarters then ended (the "Consolidated Net Debt to EBITDA Ratio"). The Credit Facility's financial covenant requires that Snap-on maintain, as of each fiscal quarter end, either (i) a ratio not greater than 0.60 to 1.00 of Consolidated Net Debt to the sum of Consolidated Net Debt plus total equity and less accumulated other comprehensive income or loss (the "Leverage Ratio"); or (ii) a Consolidated Net Debt to EBITDA Ratio not greater than 3.50 to 1.00 . Snap-on may, up to two times during any five-year period during the term of the Credit Facility (including any extensions thereof), elect to increase the maximum Leverage Ratio to 0.65 to 1.00 and/or increase the maximum Consolidated Net Debt to EBITDA Ratio to 4.00 to 1.00 for four consecutive fiscal quarters in connection with certain material acquisitions (as defined in the related credit agreement). As of January 1, 2022, the company's actual ratios of 0.09 and 0.37 respectively, were both within the permitted ranges set forth in this financial covenant. Snap-on generally issues commercial paper to fund its financing needs on a short-term basis and uses the Credit Facility as back-up liquidity to support such commercial paper issuances.

## Note 11: Financial Instruments

Derivatives: All derivative instruments are reported in the Consolidated Financial Statements at fair value. Changes in the fair value of derivatives are recorded each period in earnings or on the accompanying Consolidated Balance Sheets, depending on whether the derivative is designated and effective as part of a hedged transaction. Gains or losses on derivative instruments recorded in earnings are presented in the same Consolidated Statement of Earnings line that is used to present the earnings effect of the hedged item. Gains or losses on derivative instruments in accumulated other comprehensive income (loss) ("Accumulated OCI") are reclassified to earnings in the period in which earnings are affected by the underlying hedged item.

The criteria used to determine if hedge accounting treatment is appropriate are: (i) the designation of the hedge to an underlying exposure; (ii) whether or not overall risk is being reduced; and (iii) if there is a correlation between the value of the derivative instrument and the underlying hedged item. Once a derivative contract is entered into, Snap-on designates the derivative as a fair value hedge, a cash flow hedge, a hedge of a net investment in a foreign operation, or a natural hedging instrument whose change in fair value is recognized as an economic hedge against changes in the value of the hedged item. Snap-on does not use derivative instruments for speculative or trading purposes.

The company is exposed to global market risks, including the effects of changes in foreign currency exchange rates, interest rates, and the company's stock price, and therefore uses derivatives to manage financial exposures that occur in the normal course of business. The primary risks managed by using derivative instruments are foreign currency risk, interest rate risk and stock-based deferred compensation risk.

Foreign currency risk management: Snap-on has significant international operations and is subject to certain risks inherent with foreign operations that include currency fluctuations. Foreign currency exchange risk exists to the extent that Snap-on has payment obligations or receipts denominated in currencies other than the functional currency, including intercompany loans denominated in foreign currencies. To manage these exposures, Snap-on identifies naturally offsetting positions and then purchases hedging instruments to protect the residual net exposures. Snap-on manages most of these exposures on a consolidated basis, which allows for netting of certain exposures to take advantage of natural offsets. Foreign currency forward contracts ("foreign currency forwards") are used to hedge the net exposures. Gains or losses on net foreign currency hedges are intended to offset losses or gains on the underlying net exposures in an effort to reduce the earnings volatility resulting from fluctuating foreign currency exchange rates. Snap-on's foreign currency forwards are typically not designated as hedges. The fair value changes of these contracts are reported in earnings as foreign exchange gain or loss, which is included in "Other income (expense) - net" on the accompanying Consolidated Statements of Earnings. See Note 18 for additional information on Other income (expense) - net.

As of 2021 year end, Snap-on had $\$ 81.3$ million of net foreign currency forward sell contracts outstanding comprised of sell contracts including $\$ 290.0$ million in Canadian dollars, $\$ 10.3$ million in euros, $\$ 8.1$ million in Indian rupees, $\$ 6.3$ million in Hungarian forints, and $\$ 4.5$ million in other currencies, and buy contracts comprised of $\$ 79.6$ million in British pounds, $\$ 48.4$ million in Swedish kronor, $\$ 31.0$ million in Chinese renminbi, $\$ 30.0$ million in Hong Kong dollars, $\$ 14.3$ million in Australian dollars, $\$ 14.2$ million in Singapore dollars, $\$ 7.2$ million in Norwegian kroner, $\$ 4.9$ million in Danish kroner, and $\$ 8.3$ million in other currencies. As of 2020 year end, Snap-on had $\$ 46.7$ million of net foreign currency forward buy contracts outstanding comprised of buy contracts including $\$ 58.9$ million in Swedish kronor, $\$ 43.5$ million in British pounds, $\$ 26.1$ million in Chinese renminbi, $\$ 22.5$ million in Hong Kong dollars, $\$ 14.6$ million in Singapore dollars, $\$ 6.2$ million in Australian dollars, $\$ 5.8$ million in Norwegian kroner, $\$ 5.1$ million in Danish kroner, and $\$ 3.7$ million in other currencies, and sell contracts comprised of $\$ 120.4$ million in Canadian dollars, $\$ 7.9$ million in Indian rupees, $\$ 3.5$ million in Hungarian forints, and $\$ 7.9$ million in other currencies.

Interest rate risk management: Snap-on aims to control funding costs by managing the exposure created by the differing maturities and interest rate structures of Snap-on's borrowings through the use of interest rate swap agreements ("interest rate swaps") and treasury lock agreements ("treasury locks").

Interest rate swaps: Snap-on enters into interest rate swaps to manage risks associated with changing interest rates related to the company's fixed rate borrowings. Interest rate swaps are accounted for as fair value hedges. The differentials paid or received on interest rate swaps are recognized as adjustments to "Interest expense" on the accompanying Consolidated Statements of Earnings. The change in the fair value of the derivative is recorded in "Notes payable and current maturities of long-term debt" in 2020 on the accompanying Consolidated Balance Sheets. As of 2020 year end, the notional amount of interest rate swaps outstanding and designated as fair value hedges was $\$ 100$ million. The interest rate swaps matured in fiscal 2021 and there were no outstanding swaps as of 2021 year end.


Treasury locks: Snap-on uses treasury locks to manage the potential change in interest rates in anticipation of the issuance of fixed rate debt. Treasury locks are accounted for as cash flow hedges. The differentials to be paid or received on treasury locks related to the anticipated issuance of fixed rate debt are initially recorded in Accumulated OCI for derivative instruments that are designated and qualify as cash flow hedges. Upon the issuance of debt, the related amount in Accumulated OCI is released over the term of the debt and recognized as an adjustment to interest expense on the Consolidated Statements of Earnings.

In the second quarter of 2020, Snap-on entered into a $\$ 300.0$ million treasury lock to manage changes in interest rates in anticipation of the issuance of fixed rate debt. Snap-on settled the $\$ 300.0$ million treasury lock in conjunction with the April 2020 issuance of the 2050 Notes. The $\$ 1.4$ million gain on the settlement of the treasury lock was recorded in Accumulated OCI and is being amortized over the initial 10-year term of the 2050 Notes and recognized as an adjustment to interest expense on the Consolidated Statements of Earnings.

There were no treasury locks outstanding as of both January 1, 2022, and January 2, 2021. See Note 18 for additional information on Other income (expense) - net.

Stock-based deferred compensation risk management: Snap-on aims to manage market risk associated with the stock-based portion of its deferred compensation plans through the use of prepaid equity forward agreements ("equity forwards"). Equity forwards are used to aid in offsetting the potential mark-to-market effect on stock-based deferred compensation from changes in Snap-on's stock price. Since stock-based deferred compensation liabilities increase as the company's stock price rises and decrease as the company's stock price declines, the equity forwards are intended to mitigate the potential impact on deferred compensation expense that may result from such mark-to-market changes. As of 2021 and 2020 year end, Snap-on had equity forwards in place intended to manage market risk with respect to 72,100 shares and 78,800 shares, respectively, of Snap-on common stock associated with its deferred compensation plans.

Counterparty risk: Snap-on is exposed to credit losses in the event of non-performance by the counterparties to its various financial agreements, including its foreign currency forward contracts, interest rate swap agreements, treasury lock agreements and prepaid equity forward agreements. Snap-on does not obtain collateral or other security to support financial instruments subject to credit risk, but monitors the credit standing of the counterparties and generally enters into agreements with financial institution counterparties with a credit rating of A- or better. Snap-on does not anticipate non-performance by its counterparties, but cannot provide assurances.

Fair value measurements: The fair value measurement hierarchy prioritizes the inputs used to measure fair value. The hierarchy gives the highest priority ("Level 1") to unadjusted quoted prices in active markets for identical assets and liabilities and the lowest priority ("Level 3 ") to unobservable inputs. Fair value measurements primarily based on observable market information are given a "Level 2" priority.

Snap-on has derivative assets and liabilities related to interest rate swaps, treasury locks, foreign currency forwards and equity forwards that are measured at Level 2 fair value on a recurring basis. The fair values of derivative instruments included within the accompanying Consolidated Balance Sheets as of 2021 and 2020 year end are as follows:

| (Amounts in millions) | Balance Sheet Presentation | 2021 |  |  |  | 2020 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Derivative <br> Assets <br> Fair Value |  | Derivative Liability Fair Value |  | Derivative <br> Assets <br> Fair Value |  | Derivative Liability Fair Value |  |
| Derivatives designated as hedging instruments: |  |  |  |  |  |  |  |  |  |
| Interest rate swaps | Other assets | \$ | - | \$ | - | \$ | 5.1 | \$ | - |
| Derivatives not designated as hedging instruments: |  |  |  |  |  |  |  |  |  |
| Foreign currency forwards | Prepaid expenses and other assets | \$ | 10.2 | \$ | - | \$ | 12.2 | \$ | - |
| Foreign currency forwards | Other accrued liabilities |  | - |  | 5.3 |  | - |  | 7.0 |
| Equity forwards | Prepaid expenses and other assets |  | 15.5 |  | - |  | 13.5 |  | - |
|  |  |  | 25.7 |  | 5.3 |  | 25.7 |  | 7.0 |
| Total derivative instruments |  | \$ | 25.7 | \$ | 5.3 | \$ | 30.8 | \$ | 7.0 |

Fair value is defined as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between participants at the measurement date. Level 2 fair value measurements for derivative assets and liabilities are measured using quoted prices in active markets for similar assets and liabilities. Interest rate swaps are valued based on the six-month LIBOR swap rate for similar instruments. Foreign currency forwards are valued based on exchange rates quoted by domestic and foreign banks for similar instruments. Equity forwards are valued using a market approach based primarily on the company's stock price at the reporting date. The company did not have any derivative assets or liabilities measured at Level 1 or Level 3, nor did it implement any changes in its valuation techniques in 2021 and 2020, respectively.

The effect of derivative instruments designated as cash flow hedges as included in the Accumulated OCI on the Consolidated Balance Sheets is as follows:

## (Amounts in millions)

## Derivatives in Hedging Relationships:

Treasury locks

Amount of Gain (Loss) Recognized in Other Comprehensive Income on Derivative

| 2021 |  | 2020 |  | 2019 |
| :--- | :--- | :--- | :--- | :--- | :--- |
| $\$$ | - | 1.4 | $\$$ | - |

The effect of derivative instruments designated as fair value and cash flow hedges as included in the Consolidated Statements of Earnings is as follows:

|  | Gain (Loss) Recognized in Income on Fair Value and Cash Flow Hedging Relationships |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2021 |  | 2020 |  | 2019 |  |
|  | Interest expense | Other income (expense) - net | Interest expense | Other income (expense) - net | Interest expense | Other income (expense) - net |

## Total amounts of income and expense presented in the Consolidated Statements of Earnings:

## Gain (loss) on fair value hedging relationships:

Interest rate swaps

| Long-term debt | $\$$ | $(10.2)$ | $\$$ | - | $\$$ | $(15.7)$ | $\$$ | - | $\$$ | $(15.4)$ | $\$$ |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |$--$

## Gain on cash flow hedging relationships:

Treasury locks
Gain reclassified from accumulated OCI into income
$\begin{array}{lllllllllll}\$ & 1.6 & \$ & - & \$ & 1.6 & \$ & - & \$ & 1.5 & \$\end{array}$

During the next 12 months, Snap-on expects to reclassify into earnings net gains from Accumulated OCI of approximately $\$ 1.2$ million after tax at the time the underlying hedge transactions are realized.

The effects of derivative instruments not designated as hedging instruments as included in the Consolidated Statements of Earnings are as follows:

| (Amounts in millions) <br> Gain (loss) on derivative relationships: | Statement of Earnings Presentation | Gain (Loss) Recognized in Income on Derivatives |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2021 |  | 2020 |  | 2019 |  |
|  |  |  |  |  |  |  |  |
| Foreign currency forwards | Other income (expense) - net | \$ | (10.8) | \$ | (6.6) | \$ | (20.0) |
| Net exposures | Other income (expense) - net |  | 9.6 |  | 2.7 |  | 16.4 |
| Equity forwards | Operating expenses | \$ | 4.1 | \$ | 1.0 | \$ | 3.0 |
| Stock-based deferred compensation liabilities | Operating expenses |  | (4.3) |  | (1.2) |  | (3.0) |

Snap-on's foreign currency forwards are typically not designated as hedges for financial reporting purposes. The fair value changes of foreign currency forwards not designated as hedging instruments are reported in earnings as foreign exchange gain or loss in "Other income (expense) - net" on the accompanying Consolidated Statements of Earnings. See Note 18 for additional information on "Other income (expense) - net."

Snap-on's equity forwards are not designated as hedges for financial reporting purposes. Fair value changes of both the equity forwards and related stock-based (mark-to-market) deferred compensation liabilities are reported in "Operating expenses" on the accompanying Consolidated Statements of Earnings.

Fair value of financial instruments: The fair values of financial instruments that do not approximate the carrying values in the financial statements as of 2021 and 2020 year end are as follows:
(Amounts in millions)
Finance receivables - net
Contract receivables - net
Long-term debt, notes payable and current maturities of long-term debt

| 2021 |  |  |  | 2020 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Carrying Value |  | Fair Value |  | Carrying Value |  | Fair Value |  |
| \$ | 1,656.3 | \$ | 1,988.6 | \$ | 1,666.5 | \$ | 2,024.4 |
|  | 488.6 |  | 542.5 |  | 487.2 |  | 545.4 |
|  | 1,200.3 |  | 1,339.7 |  | 1,450.6 |  | 1,678.2 |

The following methods and assumptions were used in estimating the fair value of financial instruments:

- Finance and contract receivables include both short-term and long-term receivables. The fair value estimates of finance and contract receivables are derived utilizing discounted cash flow analyses performed on groupings of receivables that are similar in terms of loan type and characteristics. The cash flow analyses consider recent prepayment trends where applicable. The cash flows are discounted over the average life of the receivables using a current market discount rate of a similar term adjusted for credit quality. Significant inputs to the fair value measurements of the receivables are unobservable and, as such, are classified as Level 3.
- Fair value of long-term debt and current maturities of long-term debt were estimated, using Level 2 fair value measurements, based on quoted market values of Snap-on's publicly traded senior debt. The carrying value of longterm debt and the current maturities of long-term debt includes adjustments related to fair value hedges. The fair value of notes payable approximates such instruments' carrying value due to their short-term nature.
- The fair value of all other financial instruments, including trade and other accounts receivable, accounts payable and other financial instruments, approximates such instruments' carrying value due to their short-term nature.


## Note 12: Pension Plans

Snap-on has several non-contributory defined benefit pension plans covering most U.S. employees and certain employees in foreign countries. Snap-on also has foreign contributory defined benefit pension plans covering certain foreign employees. Retirement benefits are generally provided based on employees' years of service and average earnings or stated amounts for years of service. Normal retirement age is 65 , with provisions for earlier retirement.

The status of Snap-on's pension plans as of 2021 and 2020 year end is as follows:

| (Amounts in millions) | 2021 |  | 2020 |  |
| :---: | :---: | :---: | :---: | :---: |
| Change in projected benefit obligation: |  |  |  |  |
| Benefit obligation at beginning of year | \$ | 1,710.0 | \$ | 1,565.6 |
| Service cost |  | 28.8 |  | 27.0 |
| Interest cost |  | 42.3 |  | 48.7 |
| Plan participant contributions |  | 0.5 |  | 0.4 |
| Plan amendments |  | - |  | 0.1 |
| Benefits paid |  | (75.6) |  | (72.1) |
| Actuarial (gain) loss |  | (30.2) |  | 122.8 |
| Foreign currency impact |  | (8.7) |  | 17.5 |
| Benefit obligation at end of year | \$ | 1,667.1 | \$ | 1,710.0 |
| Change in plan assets: |  |  |  |  |
| Fair value of plan assets at beginning of year | \$ | 1,632.4 | \$ | 1,455.5 |
| Actual gain on plan assets |  | 146.3 |  | 227.9 |
| Employer contributions |  | 10.7 |  | 10.4 |
| Plan participant contributions |  | 0.5 |  | 0.4 |
| Benefits paid |  | (75.6) |  | (72.1) |
| Foreign currency impact |  | (3.4) |  | 10.3 |
| Fair value of plan assets at end of year | \$ | 1,710.9 | \$ | 1,632.4 |
| Funded (unfunded) status at end of year | \$ | 43.8 | \$ | $\stackrel{\text { (77.6) }}{ }$ |

The decrease in the defined benefit pension plans benefit obligations in 2021 was primarily due to an increase in the discount rate in 2021 as compared to 2020.

Amounts recognized in the Consolidated Balance Sheets as of 2021 and 2020 year end are as follows:

| (Amounts in millions) | 2021 |  | 2020 |  |
| :---: | :---: | :---: | :---: | :---: |
| Other assets | \$ | 160.7 | \$ | 54.2 |
| Accrued benefits |  | (12.0) |  | (4.7) |
| Pension liabilities |  | (104.9) |  | (127.1) |
| Net asset (liability) | \$ | 43.8 | \$ | (77.6) |

Amounts included in Accumulated OCI on the accompanying Consolidated Balance Sheets as of 2021 and 2020 year end are as follows:

## (Amounts in millions)

Net loss, net of tax of $\$ 68.1$ million and $\$ 95.4$ million, respectively
Prior service cost, net of tax of (\$0.2) million and (\$0.2) million, respectively Total amount included in Accumulated OCI


The accumulated benefit obligation for Snap-on's pension plans as of 2021 and 2020 year end was $\$ 1,580.4$ million and $\$ 1,621.5$ million, respectively.

The projected benefit obligation, accumulated benefit obligation and fair value of plan assets for Snap-on's pension plans as of 2021 and 2020 year end are as follows:

| (Amounts in millions) |  | 2021 | 2020 |
| :--- | ---: | ---: | ---: |
| Pension plans with accumulated benefit obligations in excess of plan assets: |  |  |  |
| Accumulated benefit obligation | $\$$ | 127.8 | $\$$ |
| Fair value of plan assets |  | 25.1 | 266.3 |
| Pension plans with projected benefit obligations in excess of plans assets: |  | 280.4 | $\$$ |
| Projected benefit obligation | $\$$ | 163.5 | 282.6 |
| Fair value of plan assets |  | 152.6 |  |

The components of net periodic benefit cost and changes recognized in "Other comprehensive income (loss)" ("OCI") are as follows:

| (Amounts in millions) | 2021 |  | 2020 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net periodic benefit cost: |  |  |  |  |  |  |
| Service cost | \$ | 28.8 | \$ | 27.0 | \$ | 23.5 |
| Interest cost |  | 42.3 |  | 48.7 |  | 56.4 |
| Expected return on plan assets |  | (94.4) |  | (94.7) |  | (91.5) |
| Amortization of unrecognized loss |  | 36.3 |  | 34.5 |  | 25.2 |
| Amortization of prior service cost (credit) |  | 0.1 |  | - |  | (0.9) |
| Net periodic benefit cost | \$ | 13.1 | \$ | 15.5 | \$ | 12.7 |
| Changes in benefit obligations recognized in OCI, net of tax: |  |  |  |  |  |  |
| Net (gain) loss | \$ | (92.8) | \$ | (31.6) | \$ | 31.9 |
| Prior service cost (credit) |  | (0.1) |  | 0.1 |  | 0.4 |
| Total recognized in OCI | \$ | (92.9) | \$ | (31.5) | \$ | 32.3 |

The components of net periodic pension cost, other than the service cost component, are included in "Other income (expense) net" on the accompanying Consolidated Statements of Earnings. See Note 18 for additional information on Other income (expense) - net.

The worldwide weighted-average assumptions used to determine Snap-on's full-year pension costs are as follows:

Discount rate
Expected return on plan assets

| 2021 | 2020 | 2019 |
| :---: | :---: | :---: |
| $2.5 \%$ | $3.2 \%$ |  |
| $6.5 \%$ | $7.0 \%$ | $4.2 \%$ |
| $3.4 \%$ | $3.4 \%$ | $7.1 \%$ |
| $3.8 \%$ | $3.8 \%$ | $3.4 \%$ |
|  | $3.8 \%$ |  |

The worldwide weighted-average assumptions used to determine Snap-on's projected benefit obligation as of 2021 and 2020 year end are as follows:

Discount rate
Rate of compensation increase

| 2021 | 2020 |
| :--- | :--- |
| $2.8 \%$ |  |
| $3.4 \%$ | $2.5 \%$ |
| $3.8 \%$ | $3.4 \%$ |
| $3.8 \%$ |  |

The objective of Snap-on's discount rate assumption is to reflect the rate at which the pension benefits could be effectively settled. In making this determination, the company takes into account the timing and amount of benefits that would be available under the plans. The domestic discount rate as of 2021 and 2020 year end was selected based on a cash flow matching methodology developed by the company's outside actuaries and which incorporates a review of current economic conditions. This methodology matches the plans' yearly projected cash flows for benefits and service costs to those of hypothetical bond portfolios using high-quality, AA rated or better, corporate bonds from either Moody's Investors Service or Standard \& Poor's credit rating agencies available at the measurement date. This technique calculates bond portfolios that produce adequate cash flows to pay the plans' projected yearly benefits and then selects the portfolio with the highest yield and uses that yield as the recommended discount rate.

The weighted-average discount rate for Snap-on's domestic pension plans of $2.9 \%$ represents the single rate that produces the same present value of cash flows as the estimated benefit plan payments. Lowering Snap-on's domestic discount rate assumption by 50 basis points ( 100 basis points ("bps") equals 1.0 percent) would have increased Snap-on's 2021 domestic pension expense and projected benefit obligation by approximately $\$ 4.0$ million and $\$ 77.0$ million, respectively. As of 2021 year end, Snap-on's domestic projected benefit obligation comprised approximately $82 \%$ of Snap-on's worldwide projected benefit obligation. The weighted-average discount rate for Snap-on's foreign pension plans of $2.0 \%$ represents the single rate that produces the same present value of cash flows as the estimated benefit plan payments. Lowering Snap-on's foreign discount rate assumption by 50 bps would have increased Snap-on's 2021 foreign pension expense and projected benefit obligation by approximately $\$ 2.4$ million and $\$ 27.8$ million, respectively.

Actuarial gains and losses in excess of 10 percent of the greater of the projected benefit obligation or market-related value of assets are amortized on a straight-line basis over the average remaining service period of active participants or over the average remaining life expectancy for plans with primarily inactive participants. Prior service costs and credits resulting from plan amendments are amortized in equal annual amounts over the average remaining service period of active participants or over the average remaining life expectancy for plans with primarily inactive participants.

As a practical expedient, Snap-on uses the calendar year end as the measurement date for its plans. Snap-on funds its pension plans as required by governmental regulation and may consider discretionary contributions as conditions warrant. Snap-on intends to make contributions of $\$ 9.4$ million to its foreign pension plans and $\$ 9.5$ million to its domestic pension plans in 2022, as required by law. Depending on market and other conditions, Snap-on may make discretionary cash contributions to its pension plans in 2022.

The following benefit payments, which reflect expected future service, are expected to be paid as follows:

| (Amounts in millions) | Amount |
| :--- | ---: |
|  |  |
| 2022 | $\$$ |
| 2023 | 92.4 |
| 2024 | 87.6 |
| 2025 | 91.5 |
| 2026 | 92.6 |
| $2027-2031$ | 94.5 |

Snap-on's domestic pension plans have a long-term investment horizon and a total return strategy that emphasizes a capital growth objective. The long-term investment performance objective for Snap-on's domestic plans' assets is to achieve net of expense returns that meet or exceed the $6.50 \%$ domestic long-term return on plan assets assumption used for reporting purposes. Snap-on uses a three-year, market-related value asset method of amortizing the difference between actual and expected returns on its domestic plans' assets. As of 2021 year end, Snap-on's domestic pension plans' assets comprised approximately $86 \%$ of the company's worldwide pension plan assets.

The basis for determining the overall expected long-term return on plan assets assumption is a nominal returns forecasting method. For each asset class, future returns are estimated by identifying the premium of riskier asset classes over lower risk alternatives. The methodology constructs expected returns using a "building block" approach to the individual components of total return. These forecasts are stated in both nominal and real (after inflation) terms. This process first considers the long-term historical return premium based on the longest set of data available for each asset class. These premiums, which are calculated using the geometric mean, are then adjusted based on current relative valuation levels, macro-economic conditions, and the expected alpha related to active investment management. The asset return assumption is also adjusted by an implicit expense load for estimated administrative and investment-related expenses.

For risk and correlation assumptions, the actual experience for each asset class is reviewed for the longest time period available. Expected relationships for a 10 to 20 year time horizon are determined based upon historical results, with adjustments made for material changes.

Investments are diversified to attempt to minimize the risk of large losses. Since asset allocation is a key determinant of expected investment returns, assets are periodically rebalanced to the targeted allocation to correct significant deviations from the asset allocation policy that are caused by market fluctuations and cash flow. Asset/liability studies are conducted periodically to determine if any revisions to the strategic asset allocation policy are necessary.

Snap-on's domestic pension plans' target allocation and actual weighted-average asset allocation by asset category and fair value of plan assets as of 2021 and 2020 year end are as follows:

|  | Target | 2021 | 2020 |
| :---: | :---: | :---: | :---: |
| Asset category: |  |  |  |
| Equity securities | 54\% | 52\% | 54\% |
| Debt securities and cash and cash equivalents | 41\% | 42\% | 41\% |
| Hedge funds | 5\% | 6\% | 5\% |
| Total | 100\% | 100\% | 100\% |
| Fair value of plan assets (Amounts in millions) |  | \$1,464.7 | \$1,401.0 |

The fair value measurement hierarchy prioritizes the inputs used to measure fair value. The hierarchy gives the highest priority (Level 1) to unadjusted quoted prices in active markets for identical assets and liabilities and the lowest priority (Level 3) to unobservable inputs. Fair value measurements primarily based on observable market information are given a Level 2 priority.

Certain equity and debt securities are valued at quoted per share or unit market prices for which an official close or last trade pricing on an active exchange is available and are categorized as Level 1 in the fair value hierarchy. If quoted market prices are not readily available for specific securities, values are estimated using quoted prices of securities with similar characteristics and are categorized as Level 2 in the fair value hierarchy. Insurance contracts are valued at the present value of the estimated future cash flows promised under the terms of the insurance contracts and are categorized as Level 2 in the fair value hierarchy.

Commingled equity securities and commingled multi-strategy funds are valued at the Net Asset Value ("NAV") per share or unit multiplied by the number of shares or units held as of the measurement date, as reported by the fund managers. The share or unit price is quoted on a private market and is based on the value of the underlying investments, which are primarily based on observable inputs; such investments that are measured at fair value using the NAV per share (or its equivalent) practical expedient have not been classified in the fair value hierarchy.

Private equity partnership funds, hedge funds, and real estate and other real assets are valued at the NAV as reported by the fund managers. Private equity partnership funds, certain hedge funds, and certain real estate and other real assets are valued based on the proportionate interest or share of net assets held by the pension plan, which is based on the estimated fair market value of the underlying investments. Certain other hedge funds and real estate and other real assets are valued at the NAV per share or unit multiplied by the number of shares or units held as of the measurement date, based on the estimated value of the underlying investments as reported by the fund managers. These investments are measured at fair value using the NAV per share (or its equivalent) practical expedient and have not been classified in the fair value hierarchy.

The company regularly reviews fund performance directly with its investment advisor and the fund managers, and performs qualitative analysis to corroborate the reasonableness of the reported NAVs. For funds for which the company did not receive a year-end NAV, the company recorded an estimate of the change in fair value for the latest period based on return estimates and other fund activity obtained from the fund managers.

The columns labeled "Investments Measured at NAV" in the following tables reflect certain investments that are measured at fair value using the NAV per share (or its equivalent) practical expedient and have not been categorized in the fair value hierarchy. The fair value amounts presented in these tables are intended to permit a reconciliation of the fair value hierarchy to the pension plan assets.

The following is a summary, by asset category, of the fair value and the level within the fair value hierarchy of Snap-on's domestic pension plans' assets as of 2021 year end:

| (Amounts in millions) | Quoted Prices for Identical Assets (Level 1) |  | Significant <br> Other Observable Inputs (Level 2) |  | Investments Measured at NAV |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Asset category: |  |  |  |  |  |  |  |  |
| Cash and cash equivalents | \$ | 23.7 | \$ | - | \$ | - | \$ | 23.7 |
| Equity securities: |  |  |  |  |  |  |  |  |
| Domestic |  | 109.4 |  | - |  | - |  | 109.4 |
| Foreign |  | 59.1 |  | - |  | - |  | 59.1 |
| Commingled funds - domestic |  | - |  | - |  | 311.7 |  | 311.7 |
| Commingled funds - foreign |  | - |  | - |  | 261.4 |  | 261.4 |
| Private equity partnerships |  | - |  | - |  | 14.5 |  | 14.5 |
| Debt securities: |  |  |  |  |  |  |  |  |
| Government |  | 180.0 |  | 0.7 |  | - |  | 180.7 |
| Corporate bonds |  | - |  | 414.3 |  | - |  | 414.3 |
| Real estate and other real assets |  | - |  | - |  | 2.7 |  | 2.7 |
| Hedge funds |  | - |  | - |  | 87.2 |  | 87.2 |
| Total | \$ | 372.2 | \$ | 415.0 | \$ | 677.5 | \$ | 1,464.7 |

The following is a summary, by asset category, of the fair value and the level within the fair value hierarchy of Snap-on's domestic pension plans' assets as of 2020 year end:

| (Amounts in millions) | Quoted <br> Prices for Identical Assets (Level 1) |  | Significant Other Observable Inputs (Level 2) |  | Investments Measured at NAV |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Asset category: |  |  |  |  |  |  |  |  |
| Cash and cash equivalents | \$ | 30.3 | \$ | - | \$ | - | \$ | 30.3 |
| Equity securities: |  |  |  |  |  |  |  |  |
| Domestic |  | 111.8 |  | - |  | - |  | 111.8 |
| Foreign |  | 62.4 |  | - |  | - |  | 62.4 |
| Commingled funds - domestic |  | - |  | - |  | 312.9 |  | 312.9 |
| Commingled funds - foreign |  | - |  | - |  | 248.5 |  | 248.5 |
| Private equity partnerships |  | - |  | - |  | 14.7 |  | 14.7 |
| Debt securities: |  |  |  |  |  |  |  |  |
| Government |  | 161.7 |  | 2.9 |  | - |  | 164.6 |
| Corporate bonds |  | - |  | 377.9 |  | - |  | 377.9 |
| Real estate and other real assets |  | - |  | - |  | 4.3 |  | 4.3 |
| Hedge funds |  | - |  | - |  | 73.6 |  | 73.6 |
| Total | \$ | 366.2 | \$ | 380.8 | \$ | 654.0 | \$ | 1,401.0 |

Snap-on's primary investment objective for its foreign pension plans' assets is to meet the projected obligations to the beneficiaries over a long period of time, and to do so in a manner that is consistent with the company's risk tolerance. The foreign asset allocation policies consider the company's financial strength and long-term asset class risk/return expectations, since the obligations are long term in nature. The company believes the foreign pension plans' assets, which are managed locally by professional investment firms, are well diversified.

The expected long-term rates of return on foreign plans' assets, which range from $1.3 \%$ to $5.6 \%$ as of 2021 year end, reflect management's expectations of long-term average rates of return on funds invested to provide benefits included in the plans' projected benefit obligation. The expected returns are based on outlooks for inflation, fixed income returns and equity returns, asset allocations and investment strategies. Differences between actual and expected returns on foreign pension plans' assets are recorded as an actuarial gain or loss and amortized accordingly.

Snap-on's foreign pension plans' target allocation and actual weighted-average asset allocation by asset category and fair value of plan assets as of 2021 and 2020 year end are as follows:

|  | Target | 2021 | 2020 |
| :---: | :---: | :---: | :---: |
| Asset category: |  |  |  |
| Equity securities* | 44\% | 43\% | 46\% |
| Debt securities* and cash and cash equivalents | 44\% | 45\% | 40\% |
| Insurance contracts and hedge funds | 12\% | 12\% | 14\% |
| Total | 100\% | 100\% | 100\% |
| Fair value of plan assets (Amounts in milions) |  | \$246.2 | \$231.4 |

[^2]The following is a summary, by asset category, of the fair value and the level within the fair value hierarchy of Snap-on's foreign pension plans' assets as of 2021 year end:

| (Amounts in millions) | Quoted Prices for Identical Assets (Level 1) |  | Significant Other Observable Inputs (Level 2) |  | Investments Measured at NAV |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Asset category: |  |  |  |  |  |  |  |  |
| Cash and cash equivalents | \$ | 1.8 | \$ | - | \$ | - | \$ | 1.8 |
| Commingled funds - multi-strategy |  | - |  | - |  | 172.5 |  | 172.5 |
| Debt securities: |  |  |  |  |  |  |  |  |
| Government |  | 13.9 |  | - |  | - |  | 13.9 |
| Corporate bonds |  | - |  | 28.1 |  | - |  | 28.1 |
| Insurance contracts |  | - |  | 29.9 |  | - |  | 29.9 |
| Total | \$ | 15.7 | \$ | 58.0 | \$ | 172.5 | \$ | 246.2 |

The following is a summary, by asset category, of the fair value and the level within the fair value hierarchy of Snap-on's foreign pension plans' assets as of 2020 year end:

| (Amounts in millions) | Quoted <br> Prices for Identical Assets (Level 1) |  | Significant Other Observable Inputs (Level 2) |  | Investments Measured at NAV |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Asset category: |  |  |  |  |  |  |  |  |
| Cash and cash equivalents | \$ | 1.0 | \$ | - | \$ | - | \$ | 1.0 |
| Commingled funds - multi-strategy |  | - |  | - |  | 162.4 |  | 162.4 |
| Debt securities: |  |  |  |  |  |  |  |  |
| Government |  | 12.0 |  | - |  | - |  | 12.0 |
| Corporate bonds |  | - |  | 23.8 |  | - |  | 23.8 |
| Insurance contracts |  | - |  | 32.2 |  | - |  | 32.2 |
| Total | \$ | 13.0 | \$ | 56.0 | \$ | 162.4 | \$ | 231.4 |

Snap-on has several $401(\mathrm{k})$ plans covering certain U.S. employees. Snap-on's employer match to the $401(\mathrm{k})$ plans is made with cash contributions. For 2021, 2020 and 2019, Snap-on recognized $\$ 11.3$ million, $\$ 10.3$ million and $\$ 9.8$ million, respectively, of expense related to its $401(\mathrm{k})$ plans.

## Note 13: Postretirement Plans

Snap-on provides health care benefits for certain retired U.S. employees. For comprehensive major medical plans since 1989, benefits are paid based on deductibles and percentages of covered expenses. Plan provisions allow for benefit and coverage changes. Most retirees are required to pay the entire cost of the coverage, but Snap-on may elect to subsidize the cost of coverage under certain circumstances. Additionally, certain eligible retirees have been provided with an account for the reimbursement of qualifying medical expenses during retirement. Upon achieving specific age and service requirements, certain active associates are eligible for this account upon retirement from the company.

Employees retiring prior to 1989 were eligible for retiree medical coverage upon reaching early retirement age, with no retiree contributions required. Benefits are paid based on deductibles and percentages of covered expenses and take into consideration payments made by Medicare and other insurance coverage.

Snap-on has a Voluntary Employees Beneficiary Association ("VEBA") trust for the funding of existing postretirement health care benefits for certain union retirees in the United States; all other retiree health care plans are unfunded.

42

The status of Snap-on's U.S. postretirement health care plans as of 2021 and 2020 year end is as follows:
(Amounts in millions)
Change in accumulated postretirement benefit obligation:

| Benefit obligation at beginning of year | $\$$ | 50.6 | $\$$ |
| :--- | ---: | ---: | ---: |
| Interest cost |  | 49.2 |  |
| Plan participant contributions | 0.2 | 1.5 |  |
| Benefits paid | $(3.6)$ | 0.2 |  |
| Actuarial (gain) loss | $(0.8)$ | $(3.6)$ |  |
| Benefit obligation at end of year | $\$$ | 47.5 | $\$$ |

Change in plan assets:
Fair value of plan assets at beginning of year

| $\$$ | 13.3 | $\$$ | 12.8 |
| :--- | ---: | :--- | ---: |
|  | 1.1 |  | 1.4 |
|  | 2.7 | 2.5 |  |
|  | 0.2 | 0.2 |  |
|  | $(3.6)$ | $(3.6)$ |  |
|  |  | 13.7 |  |
| $\$$ | $(33.8)$ |  |  |

Amounts recognized in the Consolidated Balance Sheets as of 2021 and 2020 year end are as follows:
(Amounts in millions)
Accrued benefits
Retiree health care benefits
Net liability

| 2021 |  | 2020 |  |
| :---: | :---: | :---: | :---: |
| \$ | (2.7) | \$ | (2.8) |
|  | (31.1) |  | (34.5) |
| \$ | (33.8) | \$ | (37.3) |

Amounts included in Accumulated OCI on the accompanying Consolidated Balance Sheets as of 2021 and 2020 year end are as follows:
(Amounts in millions)
Net gain, net of tax of $\$ 0.8$ million and $\$ 0.5$ million, respectively

| 2021 |  |
| :--- | :--- |
| $\$$ | 2.3 |

The components of net periodic benefit cost and changes recognized in OCI are as follows:
(Amounts in millions)
Net periodic benefit cost:
Interest cost
Expected return on plan assets
Amortization of unrecognized gain
Net periodic benefit cost

Changes in benefit obligations recognized in OCI, net of tax:
Net (gain) loss

| 2021 |  | 2020 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 1.1 | \$ | 1.5 | \$ | 1.9 |
|  | (0.6) |  | (0.6) |  | (0.7) |
|  | - |  | - |  | (0.8) |
| \$ | 0.5 | \$ | 0.9 | \$ | 0.4 |

\$
(1.0) \$
1.9 \$

The components of net periodic postretirement health care cost, other than the service cost component, are included in "Other income (expense) - net" on the accompanying Consolidated Statements of Earnings. See Note 18 for additional information on Other income (expense) - net.

The weighted-average discount rate used to determine Snap-on's postretirement health care expense is as follows:

Discount rate
$\frac{2021}{2.3 \%} \frac{2020}{3.1 \%}-\frac{2019}{4.2 \%}$

The weighted-average discount rate used to determine Snap-on's accumulated benefit obligation is as follows:
Discount rate $\quad \frac{2021}{2.7 \%} \frac{2020}{2.3 \%}$

The methodology for selecting the year-end 2021 and 2020 weighted-average discount rate for the company's domestic postretirement plans was to match the plans' yearly projected cash flows for benefits and service costs to those of hypothetical bond portfolios using high-quality, AA rated or better, corporate bonds from either Moody's Investors Service or Standard \& Poor's credit rating agencies available at the measurement date. As a practical expedient, Snap-on uses the calendar year end as the measurement date for its plans.

For 2022, the actuarial calculations assume a pre- 65 health care cost trend rate of $5.4 \%$ and a post- 65 health care cost trend rate of $5.7 \%$, both decreasing gradually to $4.0 \%$ in 2046 and thereafter.

The following benefit payments, which reflect expected future service, are expected to be paid as follows:

| (Amounts in millions) | Amount |
| :--- | ---: |
|  | $\$$ |
| 2022 | $\$$ |
| 2023 | 3.5 |
| 2024 | 3.5 |
| 2025 | 3.6 |
| 2026 | 3.6 |
| $2027-2031$ | 3.6 |

The objective of the VEBA trust is to achieve net of expense returns that meet or exceed the $4.8 \%$ long-term return on plan assets assumption used for reporting purposes. Investments are diversified to attempt to minimize the risk of large losses. Since asset allocation is a key determinant of expected investment returns, assets are periodically rebalanced to the targeted allocation to correct significant deviations from the asset allocation policy that are caused by market fluctuations and cash flow.

The basis for determining the overall expected long-term return on plan assets assumption is a nominal returns forecasting method. For each asset class, future returns are estimated by identifying the premium of riskier asset classes over lower risk alternatives. The methodology constructs expected returns using a "building block" approach to the individual components of total return. These forecasts are stated in both nominal and real (after inflation) terms. This process first considers the long-term historical return premium based on the longest set of data available for each asset class. These premiums, which are calculated using the geometric mean, are then adjusted based on current relative valuation levels and macro-economic conditions. The asset return assumption is also adjusted by an implicit expense load for estimated administrative and investment-related expenses.

Snap-on's VEBA plan target allocation and actual weighted-average asset allocation by asset category and fair value of plan assets as of 2021 and 2020 year end are as follows:

|  | Target | 2021 | 2020 |
| :---: | :---: | :---: | :---: |
| Asset category: |  |  |  |
| Debt securities and cash and cash equivalents | 46\% | 44\% | 46\% |
| Equity securities | 29\% | 34\% | 35\% |
| Hedge funds | 25\% | 22\% | 19\% |
| Total | 100\% | 100\% | 100\% |
| Fair value of plan assets (Amounts in millions) |  | \$13.7 | \$13.3 |

The fair value measurement hierarchy prioritizes the inputs used to measure fair value. The hierarchy gives the highest priority (Level 1) to unadjusted quoted prices in active markets for identical assets and liabilities and the lowest priority (Level 3) to unobservable inputs. Fair value measurements primarily based on observable market information are given a Level 2 priority.

Debt securities are valued at quoted per share or unit market prices for which an official close or last trade pricing on an active exchange is available and are categorized as Level 1 in the fair value hierarchy.

Equity securities are valued at the NAV per share or unit multiplied by the number of shares or units held as of the measurement date, as reported by the fund managers. The share or unit price is quoted on a private market and is based on the value of the underlying investments, which are primarily based on observable inputs; such investments that are measured at fair value using the NAV per share (or its equivalent) practical expedient have not been classified in the fair value hierarchy.

Hedge funds are stated at the NAV per share or unit (based on the estimated fair market value of the underlying investments) multiplied by the number of shares or units held as of the measurement date, as reported by the fund managers. These investments are measured at fair value using the NAV per share (or its equivalent) practical expedient and have not been classified in the fair value hierarchy.

The company regularly reviews fund performance directly with its investment advisor and the fund managers, and performs qualitative analysis to corroborate the reasonableness of the reported NAVs. For funds for which the company did not receive a year-end NAV, the company recorded an estimate of the change in fair value for the latest period based on return estimates and other fund activity obtained from the fund managers.

The columns labeled "Investments Measured at NAV" in the following tables are measured at fair value using the NAV per share (or its equivalent) practical expedient and have not been categorized in the fair value hierarchy. The fair value amounts presented in these tables are intended to permit a reconciliation of the fair value hierarchy to the VEBA plan assets.

The following is a summary, by asset category, of the fair value and the level within the fair value hierarchy of the VEBA plan assets as of 2021 year end:
(Amounts in millions)
Asset category:
Cash and cash equivalents
Debt securities
Equity securities
Hedge fund
Total

Total

| Quoted <br> Prices for Identical Assets (Level 1) |  | Investments Measured at NAV |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 0.3 | \$ | - | \$ | 0.3 |
|  | 5.8 |  | - |  | 5.8 |
|  | - |  | 4.6 |  | 4.6 |
|  | - |  | 3.0 |  | 3.0 |
| \$ | 6.1 | \$ | 7.6 | \$ | 13.7 |

The following is a summary, by asset category, of the fair value and the level within the fair value hierarchy of the VEBA plan assets as of 2020 year end:

| (Amounts in millions) | Quoted <br> Prices for Identical Assets (Level 1) |  | Investments Measured at NAV |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Asset category: |  |  |  |  |  |  |
| Cash and cash equivalents | \$ | 0.3 | \$ | - | \$ | 0.3 |
| Debt securities |  | 5.9 |  | - |  | 5.9 |
| Equity securities |  | - |  | 4.6 |  | 4.6 |
| Hedge fund |  | - |  | 2.5 |  | 2.5 |
| Total | \$ | 6.2 | \$ | 7.1 | \$ | 13.3 |

## Note 14: Stock-based Compensation and Other Stock Plans

The 2011 Incentive Stock and Awards Plan (the "2011 Plan") provides for the grant of stock options, performance awards, SARs and restricted stock awards (which may be designated as "restricted stock units" or "RSUs"). As of 2021 year end, the 2011 Plan had $3,643,845$ shares available for future grants. The company uses treasury stock to deliver shares under the 2011 Plan.

Net stock-based compensation expense was $\$ 41.4$ million in 2021, $\$ 19.5$ million in 2020 and $\$ 23.8$ million in 2019. Cash received from stock purchase and option plan exercises was $\$ 162.4$ million in 2021, $\$ 55.8$ million in 2020 and $\$ 51.4$ million in 2019. The tax benefit realized from both the exercise and vesting of share-based payment arrangements was $\$ 18.2$ million in 2021, $\$ 8.2$ million in 2020 and $\$ 9.6$ million in 2019.

Stock options: Stock options are granted with an exercise price equal to the market value of a share of Snap-on's common stock on the date of grant and have a contractual term of ten years. Stock option grants vest ratably on the first, second and third anniversaries of the date of grant.

The fair value of each stock option award is estimated on the date of grant using the Black-Scholes valuation model. The company uses historical data regarding stock option exercise and forfeiture behaviors for different participating groups to estimate the period of time that options granted are expected to be outstanding. Expected volatility is based on the historical volatility of the company's stock for the length of time corresponding to the expected term of the option. The expected dividend yield is based on the expected annual dividend as a percentage of the market value of our common stock as of the date of grant. The risk-free interest rate is based on the U.S. treasury yield curve on the grant date for the expected term of the option.

The following weighted-average assumptions were used in calculating the fair value of stock options granted during 2021, 2020 and 2019, using the Black-Scholes valuation model:

Expected term of option (in years)
Expected volatility factor
Expected dividend yield
Risk-free interest rate

| 2021 | 2020 | 2019 |  |
| :---: | :---: | :---: | :---: |
|  | 5.53 | 5.53 |  |
| $21.80 \%$ | $21.67 \%$ |  | $21.30 \%$ |
| $2.59 \%$ | $2.78 \%$ |  | $1.79 \%$ |
| $0.67 \%$ | $1.50 \%$ | $2.54 \%$ |  |

46

A summary of stock option activity during 2021 is presented below:

|  | Shares <br> (in thousands) | Exercise Price per Share* |  | Remaining Contractual Term* (in years) | Aggregate Intrinsic Value (in millions) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Outstanding at beginning of year | 3,120 | \$ | 142.47 |  |  |  |
| Granted | 333 |  | 189.91 |  |  |  |
| Exercised | (991) |  | 135.88 |  |  |  |
| Forfeited or expired | (30) |  | 168.82 |  |  |  |
| Outstanding at end of year | 2,432 |  | 151.32 | 5.7 | \$ | 155.8 |
| Exercisable at end of year | 1,675 |  | 142.82 | 4.5 |  | 121.5 |

* Weighted-average

The weighted-average grant date fair value of options granted was $\$ 26.19$ in 2021, $\$ 22.95$ in 2020 and $\$ 29.98$ in 2019. The intrinsic value of options exercised was $\$ 76.1$ million in 2021, $\$ 26.0$ million in 2020 and $\$ 29.9$ million in 2019. The fair value of stock options vested was $\$ 12.5$ million in 2021, $\$ 14.6$ million in 2020 and $\$ 15.7$ million in 2019.

As of 2021 year end, there was $\$ 10.2$ million of unrecognized compensation cost related to non-vested stock options that is expected to be recognized as a charge to earnings over a weighted-average period of 1.4 years.

Performance share unit and restricted stock unit awards: Performance share units ("PSUs") are earned and expensed using the fair value of the award over a contractual term of three years based on the company's performance. Vesting of the PSUs is dependent upon performance relative to pre-defined goals for revenue growth and return on net assets for the applicable performance period. For performance achieved above specified levels, the recipient may earn additional shares of stock, not to exceed $100 \%$ of the number of performance awards initially granted. The PSUs have a three-year performance period based on the results of the consolidated financial metrics of the company.

Time-based RSUs are earned and expensed using the fair value of the award over the contractual term of three years. Vesting of the time-based RSUs is dependent upon continued employment for the 3 -year cliff vesting period. Prior to 2021, the company granted performance-based RSUs with a one-year performance period followed by a two-year cliff vesting schedule.

The fair value of PSUs and RSUs is calculated using the market value of a share of Snap-on's common stock on the date of grant and assumed forfeitures based on recent historical experience; in recent years, forfeitures have not been significant. The weighted-average grant date fair value of awards granted during 2021, 2020 and 2019, was $\$ 184.32$, $\$ 155.34$ and $\$ 155.92$, respectively. Earned PSUs totaled 46,343 shares as of the 2021 year end. There were no earned PSUs as of the 2020 year end and as of 2019 year end earned PSUs totaled 21,183 shares. Earned PSUs vest and are generally paid out following the conclusion of the applicable performance period upon approval by the Organization and Executive Compensation Committee of the company's Board of Directors (the "Board"). There were no PSUs paid out in 2021. PSUs related to 21,183 shares and 32,114 shares were paid out in 2020 and 2019, respectively.

In fiscal 2021, 32,265 time-based RSUs were granted; assuming continued employment, these RSUs will vest at the end of the 3 -year cliff vesting period. Based on the company's 2020 and 2019 performance, none of the performance-based RSUs granted in either 2020 or 2019 were earned.

Changes to the company's non-vested PSUs and RSUs in 2021 are as follows:

|  | Shares (in thousands) | Fair Value Price per Share* |  |
| :---: | :---: | :---: | :---: |
| Non-vested PSUs and RSUs at beginning of year | 76 | \$ | 155.61 |
| Granted | 188 |  | 184.32 |
| Vested | (46) |  | 155.92 |
| Cancellations and other | (3) |  | 181.51 |
| Non-vested PSUs and RSUs at end of year | 215 |  | 180.29 |

[^3]As of 2021 year end, there was $\$ 22.9$ million of unrecognized compensation cost related to non-vested PSUs and RSUs that is expected to be recognized as a charge to earnings over a weighted-average period of 1.4 years.

Stock appreciation rights: The company also issues stock-settled and cash-settled SARs to certain key non-U.S. employees. SARs have a contractual term of ten years and vest ratably on the first, second and third anniversaries of the date of grant. SARs are granted with an exercise price equal to the market value of a share of Snap-on's common stock on the date of grant.

Stock-settled SARs are accounted for as equity instruments and provide for the issuance of Snap-on common stock equal to the amount by which the company's stock has appreciated over the exercise price. Stock-settled SARs have an effect on dilutive shares and shares outstanding as any appreciation of Snap-on's common stock value over the exercise price will be settled in shares of common stock. Cash-settled SARs provide for the cash payment of the excess of the fair market value of Snap-on's common stock price on the date of exercise over the grant price. Cash-settled SARs have no effect on dilutive shares or shares outstanding as any appreciation of Snap-on's common stock over the grant price is paid in cash and not in common stock.

The fair value of stock-settled SARs is estimated on the date of grant using the Black-Scholes valuation model. The fair value of cash-settled SARs is revalued (mark-to-market) each reporting period using the Black-Scholes valuation model based on Snap-on's period-end stock price. The company uses historical data regarding SARs exercise and forfeiture behaviors for different participating groups to estimate the expected term of the SARs granted based on the period of time that similar instruments granted are expected to be outstanding. Expected volatility is based on the historical volatility of the company's stock for the length of time corresponding to the expected term of the SARs. The expected dividend yield is based on the expected annual dividend as a percentage of the market value of our common stock as of the date of grant (for stock-settled SARs) or reporting date (for cash-settled SARs). The risk-free interest rate is based on the U.S. treasury yield curve in effect as of the grant date (for stock-settled SARs) or reporting date (for cash-settled SARs) for the length of time corresponding to the expected term of the SARs.

The following weighted-average assumptions were used in calculating the fair value of stock-settled SARs granted during 2021, 2020 and 2019, using the Black-Scholes valuation model:

|  | 2021 | 2020 | 2019 |  |
| :--- | :---: | :---: | :---: | :---: |
|  |  | 3.94 | 3.75 | 3.65 |
| Expected term of stock-settled SARs (in years) | $22.50 \%$ |  | $22.50 \%$ | $22.60 \%$ |
| Expected volatility factor | $2.59 \%$ |  | $2.78 \%$ | $1.81 \%$ |
| Risk-free interest rate | $0.19 \%$ | $1.42 \%$ | $2.48 \%$ |  |

Changes to the company's stock-settled SARs in 2021 are as follows:

|  | Stock-settled SARs (in thousands) | Exercise Price per Share* |  | Remaining Contractual Term* (in years) | Aggregate Intrinsic Value (in millions) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Outstanding at beginning of year | 502 | \$ | 151.59 |  |  |  |
| Granted | 83 |  | 189.89 |  |  |  |
| Exercised | (48) |  | 144.38 |  |  |  |
| Forfeited or expired | (140) |  | 152.52 |  |  |  |
| Outstanding at end of year | 397 |  | 160.09 | 6.7 | \$ | 21.9 |
| Exercisable at end of year | 227 |  | 151.18 | 5.3 |  | 14.6 |

* Weighted-average

The weighted-average grant date fair value of stock-settled SARs granted was $\$ 24.05$ in 2021, $\$ 21.31$ in 2020 and $\$ 26.45$ in 2019. The intrinsic value of stock-settled SARs exercised was $\$ 3.1$ million in $2021, \$ 0.4$ million in 2020 and $\$ 0.1$ million in 2019. The fair value of stock-settled SARs vested was $\$ 2.1$ million in 2021, $\$ 2.3$ million in 2020 and $\$ 2.1$ million in 2019.

As of 2021 year end there was $\$ 2.2$ million of unrecognized compensation cost related to non-vested stock-settled SARs that is expected to be recognized as a charge to earnings over a weighted-average period of 1.4 years.

The following weighted-average assumptions were used in calculating the fair value of cash-settled SARs granted during 2021, 2020 and 2019, using the Black-Scholes valuation model:

Expected term of cash-settled SARs (in years)
Expected volatility factor

| 2021 | 2020 | 2019 |  |
| :---: | :---: | :---: | :---: |
| 3.09 | 3.00 | 2.87 |  |
| $22.49 \%$ | $34.58 \%$ |  | $23.33 \%$ |
| $2.64 \%$ | $2.87 \%$ |  | $2.02 \%$ |
| $0.97 \%$ | $0.17 \%$ |  | $1.60 \%$ |

The intrinsic value of cash-settled SARs exercised was $\$ 0.6$ million in 2021, $\$ 1.0$ million in 2020 and $\$ 1.2$ million in 2019. The fair value of cash-settled SARs vested during 2021, 2020 and 2019 was $\$ 0.1$ million, zero and $\$ 0.1$ million, respectively.

Changes to the company's non-vested cash-settled SARs in 2021 are as follows:

|  | Cash-settled SARs (in thousands) | Fair Value Price per Share* |  |
| :---: | :---: | :---: | :---: |
| Non-vested cash-settled SARs at beginning of year | 2 | \$ | 36.99 |
| Granted | 1 |  | 37.69 |
| Vested | (1) |  | 54.83 |
| Non-vested cash-settled SARs at end of year | 2 |  | 47.13 |

* Weighted-average

As of 2021 year end there was $\$ 0.1$ million of unrecognized compensation cost related to non-vested cash-settled SARs that is expected to be recognized as a charge to earnings over a weighted-average period of 1.4 years.

Restricted stock awards - non-employee directors: The company awarded 6,858 shares, 7,380 shares and 7,605 shares of restricted stock to non-employee directors in 2021, 2020 and 2019, respectively. The fair value of the restricted stock awards is expensed over a one-year vesting period based on the fair value on the date of grant. All restrictions for the restricted stock generally lapse upon the earlier of the first anniversary of the grant date, the recipient's death or disability or in the event of a change in control, as defined in the 2011 Plan. If termination of the recipient's service occurs prior to the first anniversary of the grant date for any reason other than death or disability, the shares of restricted stock would be forfeited, unless otherwise determined by the Board.

Directors' fee plan: Under the Directors' 1993 Fee Plan, as amended, non-employee directors may elect to receive up to $100 \%$ of their fees and retainer in shares of Snap-on's common stock. Directors may elect to defer receipt of all or part of these shares. For 2021, 2020 and 2019, issuances under the Directors' Fee Plan totaled 1,235 shares, 1,836 shares and 1,784 shares, respectively, of which 922 shares, 1,364 shares and 1,374 shares, respectively, were deferred. As of 2021 year end, shares reserved for issuance to directors under this plan totaled 189,837 shares.

Employee stock purchase plan: Substantially all Snap-on employees in the United States and Canada are eligible to participate in an employee stock purchase plan. The purchase price of the company's common stock to participants is the lesser of the mean of the high and low price of the stock on the beginning date (May 15) or ending date (the following May 14) of each plan year. For 2021, 2020 and 2019, issuances under this plan totaled 82,286 shares, 25,425 shares and 25,820 shares, respectively. As of 2021 year end, shares reserved for issuance under this plan totaled 597,275 shares and Snap-on held participant contributions of approximately $\$ 3.0$ million. Participants are able to withdraw from the plan at any time prior to the ending date and receive back all contributions made during the plan year. Compensation expense for plan participants was $\$ 9.6$ million in 2021, $\$ 1.1$ million in 2020 and $\$ 0.1$ million in 2019.

Franchisee stock purchase plan: All franchisees in the United States and Canada are eligible to participate in a franchisee stock purchase plan. The purchase price of the company's common stock to participants is the lesser of the mean of the high and low price of the stock on the beginning date (May 15) or ending date (the following May 14) of each plan year. For 2021, 2020 and 2019 , issuances under this plan totaled 143,388 shares, 55,980 shares and 49,921 shares, respectively. As of 2021 year end, shares reserved for issuance under this plan totaled 270,162 shares and Snap-on held participant contributions of approximately $\$ 7.0$ million. Participants are able to withdraw from the plan at any time prior to the ending date and receive back all contributions made during the plan year. The company recognized mark-to-market expense of $\$ 16.7$ million in 2021, $\$ 1.9$ million in 2020, and $\$ 0.8$ million in 2019.

## Note 15: Capital Stock

Snap-on has undertaken repurchases of Snap-on common stock from time to time to offset dilution created by shares issued for employee and franchisee stock purchase plans, stock awards and other corporate purposes. Snap-on repurchased 1,943,900 shares, $1,109,000$ shares and $1,495,000$ shares in 2021,2020 and 2019, respectively. As of 2021 year end, Snap-on has remaining availability to repurchase up to an additional $\$ 454.9$ million in common stock pursuant to Board authorizations. The purchase of Snap-on common stock is at the company's discretion, subject to prevailing financial and market conditions.

Cash dividends paid in 2021, 2020 and 2019 totaled $\$ 275.8$ million, $\$ 243.3$ million and $\$ 216.6$ million, respectively. Cash dividends per share in 2021, 2020 and 2019 were $\$ 5.11, \$ 4.47$ and $\$ 3.93$, respectively. On February 10, 2022, the company's Board declared a quarterly dividend of $\$ 1.42$ per share, payable on March 10, 2022, to shareholders of record on February 23, 2022.

## Note 16: Commitments and Contingencies

Snap-on provides product warranties for specific product lines and accrues for estimated future warranty cost in the period in which the sale is recorded. Snap-on calculates its accrual requirements based on historic warranty loss experience that is periodically adjusted for recent actual experience, including the timing of claims during the warranty period and actual costs incurred. Snap-on's product warranty accrual activity for 2021, 2020 and 2019 is as follows:
(Amounts in millions)
Warranty accrual:
Beginning of year
Additions
Usage
End of year

| 2021 |  | 2020 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 17.6 | \$ | 17.3 | \$ | 17.1 |
|  | 13.7 |  | 13.9 |  | 16.0 |
|  | (14.0) |  | (13.6) |  | (15.8) |
| \$ | 17.3 | \$ | 17.6 | \$ | 17.3 |

Approximately 2,700 employees, or $21 \%$ of Snap-on's worldwide workforce, are represented by unions and/or covered under collective bargaining agreements. The number of covered union employees whose contracts expire over the next five years approximates 1,300 employees in 2022, 875 employees in 2023, 400 employees in 2024, and 125 employees in 2025; there are no contracts currently scheduled to expire in 2026 . In recent years, Snap-on has not experienced any significant work slowdowns, stoppages or other labor disruptions.

Snap-on is involved in various legal matters that are being litigated and/or settled in the ordinary course of business. Although it is not possible to predict the outcome of legal matters, management believes that the results of all legal matters will not have a material impact on Snap-on's consolidated financial position, results of operations or cash flows.

## Note 17: Leases

Lessee accounting: Snap-on determines if an arrangement is a lease at inception. Snap-on has operating and finance leases for manufacturing plants, distribution centers, software development facilities, financial services offices, data centers, company store vans and certain equipment. Snap-on's leases have lease terms of one year to 20 years and some include options to extend and/or terminate the lease. The exercise of lease renewal options is at the company's sole discretion. Certain leases also include options to purchase the leased property. When deemed reasonably certain of exercise, the renewal and purchase options are included in the determination of the lease term and lease payment obligation, respectively. The depreciable life of assets and leasehold improvements are limited to the expected term, unless there is a transfer of title or purchase option reasonably certain of exercise. The company's lease agreements do not contain any material variable lease payments, material residual value guarantees or any material restrictive covenants.

Right-of-use ("ROU") assets represent Snap-on's right to use an underlying asset for the lease term and lease liabilities represent the obligation to make lease payments arising from the lease. Operating lease ROU assets and liabilities are recognized at commencement date of the lease based on the present value of lease payments over the lease term. When readily determinable, Snap-on uses the implicit rate in determining the present value of lease payments. When leases do not provide an implicit rate, Snap-on uses its country specific incremental borrowing rate based on the information available at the lease commencement date, including the lease term. The operating lease ROU asset also includes any lease payments made and excludes lease incentives. Lease expense for lease payments is recognized on a straight-line basis over the lease term.

50

Snap-on has lease agreements with lease and non-lease components, which are generally accounted for separately. For all equipment leases, including vehicles, Snap-on accounts for the lease and non-lease components as a single lease component.

Total lease costs for 2021, 2020 and 2019 consist of the following:
(Amounts in millions)

| 2021 |  | 2020 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 1.7 | \$ | 1.7 | \$ | 1.5 |
|  | 0.3 |  | 0.4 |  | 0.5 |
|  | 25.4 |  | 24.6 |  | 25.1 |
| \$ | 27.4 | \$ | 26.7 | \$ | 27.1 |

* Includes short-term leases, variable lease costs and sublease income, which are immaterial.

Supplemental cash flow information related to leases in 2021, 2020 and 2019 is as follows:

| (Amounts in millions) | 2021 |  | 2020 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Cash paid for amounts included in the measurement of lease liabilities: |  |  |  |  |  |  |
| Financing cash flows from finance leases | \$ | 3.1 | \$ | 3.4 | \$ | 2.8 |
| Operating cash flows from finance leases |  | 0.3 |  | 0.4 |  | 0.5 |
| Operating cash flows from operating leases |  | 23.5 |  | 23.1 |  | 23.5 |
| ROU assets obtained in exchange for new lease obligations: |  |  |  |  |  |  |
| Finance lease liabilities | \$ | 0.3 | \$ | 0.4 | \$ | 1.4 |
| Operating lease liabilities |  | 23.4 |  | 15.2 |  | 12.5 |

Supplemental balance sheet information related to leases in 2021 and 2020 is as follows:
(Amounts in millions)
Finance leases:
Property and equipment - gross
Accumulated depreciation and amortization
Property and equipment - net
Other accrued liabilities
Other long-term liabilities
Total finance lease liabilities
Operating leases:
Operating lease right-of-use assets

Other accrued liabilities
Operating lease liabilities
Total operating lease liabilities

| 2021 |  | 2020 |  |
| :---: | :---: | :---: | :---: |
| \$ | 22.3 | \$ | 24.3 |
|  | (17.4) |  | (17.5) |
| \$ | 4.9 | \$ | 6.8 |
| \$ | 2.4 | \$ | 2.7 |
|  | 4.5 |  | 7.4 |
| \$ | 6.9 | \$ | 10.1 |


| $\$$ | 51.9 | $\$$ | 51.9 |
| :--- | :--- | :--- | :--- |
| $\$$ | 19.6 | $\$$ | 19.3 |
|  | 34.2 |  | 34.0 |
|  | 53.8 |  |  |

Weighted-average lease terms and discount rates in 2021 and 2020 are as follows:

|  | 2021 | 2020 | 2019 |
| :--- | :--- | :--- | :--- |
|  |  |  |  |
| Weighted-average remaining lease terms: | 2.9 years | 3.7 years | 3.5 years |
| Finance leases | 3.3 years | 3.3 years | 3.7 years |
| Operating leases |  |  |  |
|  |  | $3.4 \%$ | $3.4 \%$ |
| Weighted-average discount rates: | $3.1 \%$ | $2.6 \%$ | $2.8 \%$ |
| Finance leases | $1.9 \%$ |  |  |

Maturities of lease liabilities as of January 1, 2022 are as follows:

| (Amounts in millions) | Operating Leases |  | Finance Leases |  |
| :---: | :---: | :---: | :---: | :---: |
| Year: |  |  |  |  |
| 2022 | \$ | 20.5 | \$ | 2.5 |
| 2023 |  | 14.8 |  | 2.4 |
| 2024 |  | 10.2 |  | 1.9 |
| 2025 |  | 6.1 |  | 0.3 |
| 2026 |  | 3.3 |  | 0.1 |
| 2027 and thereafter |  | 0.7 |  | - |
| Total lease payments |  | 55.6 |  | 7.2 |
| Less: amount representing interest |  | (1.8) |  | (0.3) |
| Total lease liabilities | \$ | 53.8 | \$ | 6.9 |

In 2021, Snap-on did not have any significant additional operating or finance leases that have not yet commenced.

Lessor accounting: Snap-on's Financial Services business offers its customers lease financing for the lease of tools, diagnostics and equipment products and to franchisees who require financing for vehicle leases. Snap-on accounts for its financial services leases as sales-type leases. In certain circumstances, the lessee has the option to terminate the lease. In the event of the lessee's deteriorated financial condition or default, Snap-on has the right to terminate the lease. The leases contain an end-of-term purchase option that is generally insignificant and is reasonably certain to be exercised by the lessee.

The company recognizes the net investment in the lease as the present value of the lease payments not yet received plus the present value of the unguaranteed residual value, using the interest rate implicit in the lease. The difference between the undiscounted lease payments received over the lease term and the related net investment in the lease is reported as unearned finance charges. Unearned finance charges are amortized to income over the life of the contract and are included as a component of "Financial services revenue" on the accompanying Consolidated Statements of Earnings.

Sales-type leases are included in both "Finance receivables - net" and "Long-term finance receivables - net" on the accompanying Consolidated Balance Sheets, with lease terms of up to five years. In 2021 and 2020, finance receivables have future minimum lease payments, including unguaranteed residual value, of $\$ 13.1$ million and $\$ 42.7$ million, respectively, and unearned finance charges of $\$ 1.8$ million and $\$ 6.9$ million, respectively.

Sales-type leases are included in both "Contract receivables - net" and "Long-term contract receivables - net" on the accompanying Consolidated Balance Sheets, with lease terms of up to seven years. In 2021 and 2020, contract receivables have future minimum lease payments, including unguaranteed residual value, of $\$ 293.7$ million and $\$ 285.8$ million, respectively, and unearned finance charges of $\$ 49.0$ million and $\$ 48.4$ million, respectively.

52

Future minimum lease payments as of January 1, 2022 are as follows:

| (Amounts in millions) | Lease Receivables |  |
| :---: | :---: | :---: |
| Year: |  |  |
| 2022 | \$ | 84.4 |
| 2023 |  | 72.9 |
| 2024 |  | 58.5 |
| 2025 |  | 43.3 |
| 2026 |  | 28.2 |
| 2027 and thereafter |  | 19.5 |
| Total lease payments |  | 306.8 |
| Less: unearned finance charges |  | (50.8) |
| Net investment in leases | \$ | 256.0 |

See Note 4 for further information on finance and contract receivables.

## Note 18: Other Income (Expense) - Net

"Other income (expense) - net" on the accompanying Consolidated Statements of Earnings consists of the following:

| (Amounts in millions) | 2021 |  | 2020 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Interest income | \$ | 2.1 | \$ | 1.7 | \$ | 1.5 |
| Net foreign exchange loss |  | (1.2) |  | (3.9) |  | (3.6) |
| Net periodic pension and postretirement benefits - non-service |  | 15.2 |  | 10.6 |  | 10.4 |
| Foreign currency translation loss from sale of equity interest |  | (1.0) |  | - |  | - |
| Other |  | 1.4 |  | 0.3 |  | 0.5 |
| Total other income (expense) - net | \$ | 16.5 | \$ | 8.7 | \$ | 8.8 |

## Note 19: Accumulated Other Comprehensive Income (Loss)

The following is a summary of net changes in Accumulated OCI by component and net of tax for 2021 and 2020:

| (Amounts in millions) | Foreign Currency Translation |  | Cash Flow Hedges |  | Defined Benefit Pension and Postretirement Plans |  | Total |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Balance at beginning of 2020 | \$ | (187.4) | \$ | 10.7 | \$ | (331.2) | \$ | (507.9) |
| Other comprehensive income before reclassifications |  | 112.7 |  | 1.4 |  | 3.5 |  | 117.6 |
| Amounts reclassified from Accumulated OCI |  | - |  | (1.6) |  | 26.1 |  | 24.5 |
| Net other comprehensive income (loss) |  | 112.7 |  | (0.2) |  | 29.6 |  | 142.1 |
| Balance as of 2020 year end | \$ | (74.7) | \$ | 10.5 | \$ | (301.6) | \$ | (365.8) |
| Other comprehensive income (loss) before reclassifications |  | (69.4) |  | - |  | 66.5 |  | (2.9) |
| Amounts reclassified from Accumulated OCI |  | (1.0) |  | (1.6) |  | 27.4 |  | 24.8 |
| Net other comprehensive income (loss) |  | (70.4) |  | (1.6) |  | 93.9 |  | 21.9 |
| Balance as of 2021 year end | \$ | (145.1) | \$ | 8.9 | \$ | (207.7) | \$ | (343.9) |


|  | 2021 ANNUAL REPORT | 53 |
| :--- | :--- | :--- |

The reclassifications out of Accumulated OCI in 2021 and 2020 are as follows:

| (Amounts in millions) | Amounts Reclassified from Accumulated OCI |  |  |  | Statement of Earnings Presentation |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2021 |  | 2020 |  |  |
| Foreign currency loss from sale of equity interest: |  |  |  |  |  |
| Foreign currency | \$ | 1.0 | \$ | - | Other income (expense)-net |
| Income tax expense |  | - |  | - | Income tax expense |
| Net of tax |  | 1.0 |  | - |  |
| Gains on cash flow hedges: |  |  |  |  |  |
| Treasury locks |  | 1.6 |  | 1.6 | Interest expense |
| Income tax expense |  | - |  | - | Income tax expense |
| Net of tax |  | 1.6 |  | 1.6 |  |
| Amortization of net unrecognized losses and prior service credits |  | (36.4) |  | (34.5) | See footnote below* |
| Income tax benefit |  | 9.0 |  | 8.4 | Income tax expense |
| Net of tax |  | (27.4) |  | (26.1) |  |
| Total reclassifications for the period, net of tax | \$ | (24.8) | \$ | $\underline{(24.5)}$ |  |

* These Accumulated OCI components are included in the computation of net periodic pension and postretirement health care costs; see Note 12 and Note 13 for further information.


## Note 20: Segments

Snap-on's business segments are based on the organization structure used by management for making operating and investment decisions and for assessing performance. Snap-on's reportable business segments are: (i) the Commercial \& Industrial Group; (ii) the Snap-on Tools Group; (iii) the Repair Systems \& Information Group; and (iv) Financial Services. The Commercial \& Industrial Group consists of business operations serving a broad range of industrial and commercial customers worldwide, including customers in the aerospace, natural resources, government, power generation, transportation and technical education market segments (collectively, "critical industries"), primarily through direct and distributor channels. The Snap-on Tools Group consists of business operations primarily serving vehicle service and repair technicians through the company's worldwide mobile tool distribution channel. The Repair Systems \& Information Group consists of business operations serving other professional vehicle repair customers worldwide, primarily owners and managers of independent repair shops and OEM dealerships, through direct and distributor channels. Financial Services consists of the business operations of Snap-on's finance subsidiaries.

Snap-on evaluates the performance of its operating segments based on segment revenues, including both external and intersegment net sales, and segment operating earnings. Snap-on accounts for intersegment sales and transfers based primarily on standard costs with reasonable mark-ups established between the segments. Identifiable assets by segment are those assets used in the respective reportable segment's operations. Corporate assets consist of cash and cash equivalents (excluding cash held at Financial Services), deferred income taxes and certain other assets. Intersegment amounts are eliminated to arrive at Snap-on's consolidated financial results.

Snap-on does not have any single customer or government that represents $10 \%$ or more of its revenues in any of the indicated periods.

## Financial Data by Segment:

(Amounts in millions)
Net sales:
Commercial \& Industrial Group
Snap-on Tools Group
Repair Systems \& Information Group
Segment net sales
Intersegment eliminations
Total net sales
Financial Services revenue
Total revenues

Operating earnings:
Commercial \& Industrial Group
Snap-on Tools Group
Repair Systems \& Information Group
Financial Services
Segment operating earnings
Corporate
Operating earnings
Interest expense
Other income (expense) - net
Earnings before income taxes and equity earnings
(Amounts in millions)
Assets:
Commercial \& Industrial Group
Snap-on Tools Group
Repair Systems \& Information Group
Financial Services
Total assets from reportable segments
Corporate
Elimination of intersegment receivables
Total assets

| 2021 |  | 2020 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 1,406.3 | \$ | 1,234.6 | \$ | 1,345.7 |
|  | 1,938.6 |  | 1,643.9 |  | 1,612.9 |
|  | 1,503.1 |  | 1,238.2 |  | 1,334.5 |
|  | 4,848.0 |  | 4,116.7 |  | 4,293.1 |
|  | (596.0) |  | (524.2) |  | (563.1) |
|  | 4,252.0 |  | 3,592.5 |  | 3,730.0 |
|  | 349.7 |  | 349.7 |  | 337.7 |
| \$ | 4,601.7 | \$ | 3,942.2 | \$ | 4,067.7 |


| \$ | 209.9 | \$ | 153.7 | \$ | 188.7 |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 411.1 |  | 267.7 |  | 245.8 |
|  | 348.6 |  | 298.0 |  | 342.7 |
|  | 272.0 |  | 248.6 |  | 245.9 |
|  | 1,241.6 |  | 968.0 |  | 1,023.1 |
|  | (118.1) |  | (87.5) |  | (60.8) |
|  | 1,123.5 |  | 880.5 |  | 962.3 |
|  | (53.1) |  | (54.0) |  | (49.0) |
|  | 16.5 |  | 8.7 |  | 8.8 |
| \$ | 1,086.9 | \$ | 835.2 | \$ | 922.1 |

## Financial Data by Segment (continued):

| (Amounts in millions) | 2021 |  | 2020 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Capital expenditures: |  |  |  |  |  |  |
| Commercial \& Industrial Group | \$ | 24.3 | \$ | 20.3 | \$ | 30.1 |
| Snap-on Tools Group |  | 27.1 |  | 24.2 |  | 42.7 |
| Repair Systems \& Information Group |  | 15.4 |  | 14.7 |  | 22.7 |
| Financial Services |  | 0.8 |  | 0.8 |  | 0.8 |
| Total from reportable segments |  | 67.6 |  | 60.0 |  | 96.3 |
| Corporate |  | 2.5 |  | 5.6 |  | 3.1 |
| Total capital expenditures | \$ | 70.1 | \$ | 65.6 | \$ | 99.4 |
| Depreciation and amortization: |  |  |  |  |  |  |
| Commercial \& Industrial Group | \$ | 28.2 | \$ | 25.1 | \$ | 23.5 |
| Snap-on Tools Group |  | 31.2 |  | 32.7 |  | 31.7 |
| Repair Systems \& Information Group |  | 40.9 |  | 34.6 |  | 33.0 |
| Financial Services |  | 0.9 |  | 0.7 |  | 0.7 |
| Total from reportable segments |  | 101.2 |  | 93.1 |  | 88.9 |
| Corporate |  | 3.6 |  | 3.6 |  | 3.5 |
| Total depreciation and amortization | \$ | 104.8 | \$ | 96.7 | \$ | 92.4 |
| Revenues by geographic region:* |  |  |  |  |  |  |
| United States | \$ | 3,153.0 | \$ | 2,772.3 | \$ | 2,794.0 |
| Europe |  | 808.5 |  | 677.5 |  | 730.3 |
| All other |  | 640.2 |  | 492.4 |  | 543.4 |
| Total revenues | \$ | 4,601.7 | \$ | 3,942.2 | \$ | 4,067.7 |
| (Amounts in millions) |  |  |  |  |  |  |
| Long-lived assets:** |  |  |  |  |  |  |
| United States |  |  | \$ | 342.2 | \$ | 345.3 |
| Europe |  |  |  | 171.2 |  | 174.2 |
| All other |  |  |  | 56.7 |  | 58.6 |
| Total long-lived assets |  |  | \$ | 570.1 | \$ | 578.1 |

[^4]Products and Services: Snap-on derives net sales from a broad line of products and complementary services that are grouped into three categories: (i) tools; (ii) diagnostics, information and management systems; and (iii) equipment. The tools product category includes hand tools, power tools, tool storage products and other similar products. The diagnostics, information and management systems product category includes handheld and computer-based diagnostic products, service and repair information products, diagnostic software solutions, electronic parts catalogs, business management systems and services, point-of-sale systems, integrated systems for vehicle service shops, OEM purchasing facilitation services, and warranty management systems and analytics to help OEM dealerships manage and track performance. The equipment product category includes solutions for the service of vehicles and industrial equipment. Snap-on supports the sale of its diagnostics and vehicle service shop equipment by offering training programs as well as after-sales service support for its customers. Through its financial services businesses, Snap-on also derives revenue from various financing programs designed to facilitate the sales of its products and support its franchise business. Further product line information is not presented as it is not practicable to do so.

The following table shows the consolidated net sales and revenues of these product groups in the last three years:
(Amounts in millions)
Net sales:
Tools
Diagnostics, information and management systems
Equipment
Total net sales
Financial services revenue
Total revenues

| 2021 |  | 2020 |  | 2019 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 2,343.0 | \$ | 1,984.7 | \$ | 2,017.5 |
|  | 892.5 |  | 783.8 |  | 827.5 |
|  | 1,016.5 |  | 824.0 |  | 885.0 |
|  | 4,252.0 |  | 3,592.5 |  | 3,730.0 |
|  | 349.7 |  | 349.7 |  | 337.7 |
| \$ | 4,601.7 | \$ | 3,942.2 | \$ | 4,067.7 |

## APPENDIX H

## GUARANTEE OF SNAP-ON INCORPORATED

For value received, Snap-on Incorporated, located at $280180^{\text {th }}$ Street, Kenosha, Wisconsin, 53143 ("Guarantor"), absolutely and unconditionally guarantees to assume the duties and obligations of Snap-on Tools Company LLC ("Franchisor"), located at $280180^{\text {th }}$ Street, Kenosha, Wisconsin, 53143, under its franchise registrations or exemptions from registration in the states of California, Hawaii, Illinois, Maryland, Minnesota, North Dakota, Rhode Island, South Dakota, Virginia and Washington, and under its Franchise Agreement identified in its 2022 Franchise Disclosure Document, as it may be amended, and as that Franchise Agreement may be entered into with franchisees and amended, modified or extended from time to time. This guarantee continues until all such obligations of the Franchisor under its franchise registrations (including exemption filings) and the Franchise Agreements are satisfied or until the liability of Franchisor to its franchisees under the Franchise Agreement has been completely discharged, whichever first occurs. The Guarantor is not discharged from liability if a claim by the franchisee against the Franchisor remains outstanding. Notice of acceptance is waived. The Guarantor does not waive receipt of notice of default on the part of the Franchisor. This guarantee is binding on the Guarantor and on its successors and assigns.

The Guarantor signs this guarantee at Kenosha, Wisconsin, this $\qquad$ day of February, 2022.


By: Aldo $\downarrow$ Pagliari
Title: Sr. Vice President - Finance and Chief Financial Officer

## APPENDIX I.1.A

## SNAP-ON TOOLS FRANCHISE AGREEMENT

## Table of Contents

Page

1. Nature and Scope of Agreement; License and List of Calls ..... 1
A. Nature and Scope of Agreement ..... 1
B. License ..... 1
C. Adjustments to List of Calls ..... 2
D. National Accounts Program ..... 2
E. Industrial Stops ..... 2
F. Internet Sales ..... 2
G. Surveys ..... 2
H. Reservation of Rights ..... 3
2. Initial Term ..... 3
3. Renewal ..... 3
A. Conditions of Renewal ..... 3
B. Statutory Limitations ..... 4
C. Continuation Term ..... 4
4. License Fees ..... 4
A. Initial License Fee. ..... 4
B. Monthly License Fee ..... 4
5. Franchise Brand Handbook ..... 4
6. Modifications and Variations of the Snap-on Program ..... 4
7. Services by Snap-on ..... 5
A. Purchase of Products by Franchisee ..... 5
B. General Assistance ..... 5
C. Training ..... 5
8. Performance Standards and Uniformity of Operation ..... 5
A. General Standards and Specifications ..... 6
B. Operation of the Franchise ..... 6
C. Sales Only to End-user ..... 6
D. Restriction on the Sale of Certain Items ..... 6
E. Franchisee Use of Internet and Mobile Applications ..... 6
F. Pricing ..... 6
G. Van ..... 6
H. Technology Package; Electronic Commerce and Communication ..... 7
I Warranties ..... 7
J. Compliance with Law ..... 7
K. Taxes and Other Indebtedness ..... 7
9. Security Interest ..... 7
10. Credit Sales ..... 8
A. Revolving Accounts ..... 8
B. Open Accounts ..... 8
11. Advertising by Franchisee ..... 8
12. Bookkeeping ..... 8
13. Trademarks ..... 8
14. Relationship of Parties; Franchisee as Independent Contractor ..... 10
15. Confidentiality ..... 10
16. Interest ..... 10
17. Insurance. ..... 11
18. Transfers ..... 11
A. Transfer by Snap-on ..... 11
B. Transfer by Franchisee ..... 11
C. Transfer to Another Corporation, Limited Liability Company, Etc. ..... 13
D. Death or Disability of Principal Owner of Franchisee ..... 14
E. Snap-on's Right of First Refusal ..... 14
19. Termination by Franchisee ..... 15
20. Termination by Snap-on ..... 15
A. Automatic Termination Without Notice ..... 15
B. Termination Upon Notice. ..... 15
C. Termination Upon Expiration of Cure Period ..... 16
D. Non-waiver ..... 16
E. Statutory Limitations ..... 16
21. Effect of Expiration or Termination ..... 16
22. Covenant Not to Compete ..... 18
23. Approvals and Waivers ..... 18
24. Indemnification ..... 18
25. Dispute Resolution. ..... 19
A. Mediation ..... 19
B. Arbitration ..... 20
C. Provisional Remedies ..... 21
26. Entire Agreement. ..... 22
27. Governing Law ..... 22
28. Effect of State Laws; Severability ..... 22
29. Notices ..... 23
30. Application of Payments from Franchisee ..... 23
31. Business Judgement ..... 23
32. Representations by Franchisee ..... 23
Exhibit A - List of Calls

## SNAP-ON TOOLS FRANCHISE AGREEMENT

THIS FRANCHISE AGREEMENT ("Agreement") is made as of the Effective Date stated below, by and between SNAP-ON TOOLS COMPANY LLC, a Delaware limited liability company, whose address is $280180^{\text {th }}$ Street, Kenosha, Wisconsin, 53143 ("Snap-on"), and the undersigned Franchisee ("Franchisee").

## THE PARTIES AGREE THAT:

In consideration of the agreements set forth below and other good and valuable consideration, the receipt and sufficiency of which are acknowledged, the parties, intending to be legally bound, agree as follows:

## 1. Nature and Scope of Agreement; License and List of Calls.

A. Nature and Scope of Agreement. Snap-on, over many years, as a result of the expenditure of time, skill, effort and money, has developed and owns a program for selling and servicing high quality tools and equipment ("Snap-on Program"), as a result of which the Snap-on Program has acquired valuable goodwill and a favorable reputation. The parties agree that this valuable goodwill and favorable reputation belongs to Snap-on and while Franchisee has the benefit of this goodwill and favorable reputation during the term of this Agreement, Franchisee acquires no property rights in such goodwill or reputation, all of which at all times belongs to Snap-on; and

The distinguishing features of the Snap-on Program include, but are not limited to, the name "Snap-on"; the tools and equipment manufactured and/or distributed by Snap-on and made available by Snap-on for resale by its franchisees ("Products"); special confidential and proprietary techniques for selling the Products; signs, emblems, trade names, trademarks, and service marks; and the Franchise Brand Handbook and other manuals provided to Franchisee by Snap-on; all of which may be changed, improved or further developed from time to time, including during the term of this Agreement; and

Franchisee desires a license from Snap-on to be a Snap-on franchisee; and
Franchisee recognizes the importance to Snap-on, other franchisees, and to the public of maintaining the distinctive standards, qualities and attributes of the Products and services identified by the Trademarks (as defined in Section 13 below) associated with the Snap-on Program and is willing to maintain those standards, qualities and attributes in the operation of a Snap-on franchise; and

Franchisee desires to obtain a license to use the Snap-on Program at the List of Calls (as defined in this Section 1 below), subject to the terms and conditions contained in this Agreement. Franchisee acknowledges that Snap-on has, has had and will continue to have the basic right to use and/or license the Snap-on Program as it may exist, in whole or in part, and that this basic right is not being limited or changed by the terms of this Agreement. The parties recognize that over time there may be changes in the manner in which Snap-on, its competitors and the users of its Products engage in business, and have recognized and addressed that possibility by explicitly defining the scope of authority granted to Franchisee in this Agreement.
B. License. Snap-on grants Franchisee the right, subject to the conditions and obligations set forth in this Agreement, to use the Snap-on Program, and to purchase Products from Snap-on for resale, only to customers and potential customers at those locations (sometimes referred to as "stops") identified in attached Exhibit A ("List of Calls"), as adjusted in accordance with the terms of this Agreement. Subject to the provisions of Sections 1.D., 1.E. and 1.F. and provided Franchisee
is not in default under the terms of this Agreement, Snap-on will not sell, or license others to sell, Products at those locations identified on the List of Calls as modified from time to time during the term of this Agreement. Snap-on and Franchisee acknowledge that the most efficient way for Franchisee to service customers is for one franchisee to establish a relationship with his customers and be the only Snap-on franchisee servicing a stop.

Franchisee is not entitled to use the Snap-on Program or sell Products at any location not identified on the List of Calls even if the location is adjacent to, or near, a location on Franchisee's List of Calls, or to any customer of Franchisee who moves to a location not identified on the List of Calls.
C. Adjustments to List of Calls. If Franchisee desires to use the Snap-on Program or sell Products at any location that is open and operational, but not identified on the List of Calls, Franchisee must notify Franchisee's Snap-on field management contact in accordance with the Snap-on Program and request that the additional stop(s) be added to the List of Calls. Snap-on will not unreasonably withhold its consent to add these stop(s) to Franchisee's List of Calls.

Customers of Snap-on franchisees expect high quality service from their franchisees. Accordingly, Snap-on reserves the right to remove a stop or stops from Franchisee's List of Calls if (i) Franchisee fails to service customers and/or solicit potential customers at a stop for a period of thirty (30) days or more; or (ii) Franchisee is no longer permitted to service the stop by the customer or the shop owner. Snap-on will provide Franchisee written notice of an adjustment to Franchisee's List of Calls at least ten (10) days prior to the adjustment taking effect.

Franchisee is responsible for removing a stop if it is no longer open and operational. If Franchisee fails to make the adjustment(s) to its List of Calls, Snap-on may make the adjustment(s) upon written notice retroactive to the date of the stop's closure.
D. National Accounts Program. Snap-on exclusively reserves the right to develop and operate the Snap-on National Accounts Program, through which Products are sold and/or distributed to purchasers on a national or regional contract basis. Franchisee will receive a brokerage fee on sales made through the Snap-on National Accounts Program directly to purchasers at a stop identified on Franchisee's List of Calls, according to a commission schedule published from time to time by Snap-on. The policies and procedures pertaining to the Snap-on National Accounts Program are made available to Franchisee and are subject to change from time to time.
E. Industrial Stops. Snap-on exclusively reserves to itself the right to contact and sell, directly or indirectly, Products to industrial users, railroads, airlines, manufacturers, central purchasing offices, government installations and institutions, public or private schools (including students at the school), potential customers who require scientific information, special devices, special services and/or technical and engineering data or for whom special procurement procedures are required ("Industrial Stop(s)"). If an Industrial Stop employs professional mechanics who purchase their own tools, Snap-on may, but is not obligated to, include that Industrial Stop on Franchisee's List of Calls only for the purpose of permitting Franchisee to sell Products to those mechanics. This is known as a dual stop. The determination whether a stop or customer, in whole or in part, is an Industrial Stop or a dual stop will be made by Snap-on in its reasonable business judgment, and the designation may be modified during the term of this Agreement.
F. Internet Sales. Snap-on reserves the right to operate an internet program, through which Products are sold and/or distributed directly to internet purchasers, which may include customers working at stops on the List of Calls who elect to make a purchase from Snap-on through the internet.
G. Surveys. Snap-on may survey customers at stops on Franchisee's List of Calls as Snap-
on, in its reasonable business judgment, believes is necessary or advisable.
H. Reservation of Rights. Snap-on reserves all rights not specifically granted to Franchisee in this Agreement, including the sale of Products through any sales channels not expressly granted to Franchisee. Among other things, this Agreement does not limit Snap-on's right or the right of any of its affiliates to use or license the Snap-on Program or to engage in or license any business activity, including, without limitation at any location other than Franchisee's List of Calls, and/or the ownership, operation or franchising of any business selling and servicing high quality tools and equipment under any other trade name, trademark or service mark than the Trademarks at any location.
2. Initial Term. The initial term of this Agreement and the license granted by this Agreement shall be ten (10) years from the Effective Date unless sooner terminated in accordance with Sections 19 or 20 of this Agreement.
3. Renewal. Franchisee may, at Franchisee's option, renew this Agreement for one additional term of five (5) years, subject to the following Conditions of Renewal which must be met prior to renewal:

## A. Conditions of Renewal.

(1) Franchisee gives Snap-on written notice of Franchisee's intention to renew not less than nine (9) months nor more than twelve (12) months prior to the end of the initial term;
(2) Franchisee meets the standards for new franchisees in effect at the time of such notice of intent to renew and refurbishes or replaces the franchise van if necessary in the reasonable business judgment of Snap-on;
(3) Franchisee is not in default under this Agreement, any amendment to this Agreement, or any other agreement between Franchisee and Snap-on or its subsidiaries and affiliates, and Franchisee remains in compliance with all material terms and conditions of such agreements through the expiration date of the expiring term;
(4) Franchisee satisfies all monetary obligations Franchisee owes to Snap-on, Snapon Credit LLC ("Snap-on Credit"), and their subsidiaries and affiliates;
(5) Franchisee executes Snap-on's then-current form of Franchise Agreement. The terms of the renewal Franchise Agreement may differ from the terms of this Agreement, including a higher Monthly License Fee. Franchisee acknowledges that the then-current form of Franchise Agreement will be amended to provide for a renewal term of five (5) years; and otherwise to be appropriate for a renewal franchise;
(6) Franchisee and each of its owners executes a general release, in a form satisfactory to Snap-on, of any and all claims against Snap-on and its subsidiaries and affiliates and their respective past and present officers, directors, shareholders, agents and employees, in their corporate and individual capacities, including, without limitation, claims arising under federal, state and local laws, rules and ordinances, and claims arising out of, or relating to, this Agreement, any other agreements with Snap-on, Snap-on Credit, their subsidiaries and affiliates, but excluding any claims the release of which are prohibited by applicable law; and
(7) Franchisee pays Snap-on a renewal fee in an amount that is $50 \%$ of the then-current Initial License Fee.
B. Statutory Limitations. If applicable law or regulation requires a standard of renewal that is different from that set forth in this Section 3., this Agreement is amended to conform to the minimum standard required by such applicable law or regulation. Snap-on intends to deliver any required additional notice, and this Agreement will remain in effect on a month-to-month basis only until Franchisee has received such required additional notice.
C. Continuation Term. If Franchisee continues to operate the franchised business with Snap-on's express or implied consent following the expiration of the initial term or the renewal term, as the case may be, the continuation will be a month-to-month extension of this Agreement, unless otherwise agreed in writing ("Continuation Term"). All provisions of this Agreement will apply while Franchisee continues to operate the franchised business during the Continuation Term. The Continuation Term of this Agreement will then be terminable by either party on thirty (30) days' prior written notice to the other party.

## 4. License Fees.

A. Initial License Fee. Franchisee has paid Snap-on an Initial License Fee of Sixteen Thousand Dollars $(\$ 16,000)$ to become a Franchisee. The Initial License Fee was paid in consideration of Snap-on initially granting this franchise, it was fully earned at the time paid, and it is not refundable for any reason.
B. Monthly License Fee. In addition to all other amounts to be paid by Franchisee to Snapon, Franchisee will pay Snap-on a Monthly License Fee of One Hundred Thirty-Five Dollars (\$135.00). Snap-on will have the right to increase the Monthly License Fee once each calendar year by an amount up to the lesser of either Fifty Dollars (\$50.00) or twenty-five percent (25\%) of the then current Monthly License Fee. Snap-on will advise Franchisee of any increase in the Monthly License Fee, and the increased Monthly License Fee will be payable upon Franchisee's receipt of an invoice from Snap-on for the increased Monthly License Fee. Snap-on may advise Franchisee of any increase in any written form, including without limitation, electronically through Franchisee's snapon.com email address.
5. Franchise Brand Handbook. Franchisee acknowledges that Franchisee is receiving access to the Franchise Brand Handbook ("Brand Handbook") which is provided in electronic format (via a posting on a Snap-on sponsored intranet site) or other method of delivery. Franchisee agrees to ensure that the Brand Handbook is kept confidential and Franchisee keeps up-to-date with all modifications provided by Snap-on, agrees not to reproduce the Brand Handbook or any part of it, and agrees not to disclose the contents of the Brand Handbook to anyone other than Franchisee's employees or use it for any other purpose than to operate the franchised business pursuant to this Agreement. Snap-on (and its subsidiaries or affiliates, as applicable) will make available to Franchisee in a format or formats designated by Snap-on periodic updates, additions, and deletions to the Brand Handbook. Upon termination of this Agreement, Franchisee will return to Snap-on all print copies and delete all electronic copies of Brand Handbook and other manuals Franchisee has received and/or copied.
6. Modifications and Variations of the Snap-on Program. Snap-on (and its subsidiaries and affiliates), in its reasonable business judgment, will be entitled from time to time to change or modify the Snap-on Program, including, but not limited to, the addition or deletion of Products, the adoption and use of new or modified Trademarks or the deletion of Trademarks or copyrighted materials. The Snap-on Program is contained in part in the Brand Handbook and those other materials as Snap-on (or its subsidiaries and affiliates) may provide to Franchisee.

Snap-on and Franchisee acknowledge that the goal of maintaining a competitive Snap-on business involves ongoing expenditures of different types (including but not limited to expense for electronic commerce, replacement and new computer equipment and related hardware, software
and services, as well as periodic van renovation) and may also involve costs incident to changes in operation.
7. Services by Snap-on. During the term of this Agreement and so long as Franchisee is not in default under this Agreement, Snap-on, in the manner it deems appropriate, will make the following services available to Franchisee:
A. Purchase of Products by Franchisee. Franchisee may select and purchase Products at Snap-on's suggested list price, less any franchisee discounts in effect when orders are received by Snap-on. The Products, suggested prices and available franchisee discounts are subject to change without notice to Franchisee. Snap-on requires that orders from Franchisee be made by electronic communication. All sales of Products will be made on Snap-on's standard terms of sale which are in effect at the time of the sale.

Franchisee will pay all amounts due Snap-on through such means and at such time as Snapon may prescribe in the Snap-on Program. Snap-on currently requires that Franchisee pay amounts due Snap-on by direct debit of Franchisee's bank account. Failure to do so will result in an additional charge to Franchisee as set forth in the Snap-on Program from time to time. Snap-on may change the minimum payment requirement, due date, and method of payment in Snap-on's sole business judgment.

Snap-on is not liable for delays in shipment, or for failure to make any delivery of Products, if the Products were not shipped because Franchisee has not paid Snap-on for prior amounts due, Franchisee has exceeded or with the order would exceed Franchisee's credit limit, or if Snap-on's reasonable efforts are inadequate to effect delivery of the Products. If Snap-on is unable to supply Products in quantities ordered, Snap-on has the right to allocate shipments among its franchisees based on any business factor or combination of business factors which it deems appropriate in its reasonable business judgment, such as historical purchasing patterns, franchisee credit worthiness, franchisee needs or other channels of distribution.

Franchisee will not have a claim against Snap-on due to Snap-on's failure to furnish any Products due to a lack of Product availability.
B. General Assistance. Snap-on will provide Franchisee with information regarding the Snap-on Program, together with suggested business forms and ideas for bookkeeping and operational methods, inventory control methods, product knowledge, and sales and marketing techniques as Snap-on deems appropriate for the operation of a Snap-on franchise, provided that Franchisee is responsible for the day-to-day operation of its franchised business.
C. Training. Snap-on will make available to Franchisee, and Franchisee's principal owner or Franchisee's store manager is required prior to starting business in the franchise to attend Snapon's Store Management Training program, which conveys the essential information necessary for Franchisee to transact business with Snap-on and Franchisee's customers. No separate charge will be made by Snap-on for this Training. Training for subsequent store managers and principal owners will be charged to Franchisee at the then-current fee.
8. Performance Standards and Uniformity of Operation. Products sold and services performed under Snap-on's Trademarks have a reputation for high quality. This reputation has been developed and maintained by Snap-on, and it is of the utmost importance to Snap-on, Franchisee, and all other franchisees that this reputation be maintained through high quality service to customers in accordance with the Snap-on Program. In recognition of the mutual benefits which come from maintaining the reputation for quality enjoyed by the Snap-on Program, Franchisee will comply with all of the following:
A. General Standards and Specifications. Franchisee shall operate the franchise, render all services, sell Products and make all payments due to Snap-on in accordance with the specifications, standards, business practices, policies and procedures of Snap-on now in effect or subsequently published for its franchisees, and comply with all written requirements of the Snap-on Program, including any changes that may be made to it from time to time, including changes during the term of this Agreement.
B. Operation of the Franchise. Franchisee will use Franchisee's best efforts to promote aggressively and develop fully the sales of Products at stops on the List of Calls. Franchisee, at all times, will maintain an inventory of Products at least in the minimum amount required by the Snapon Program in order to maximize the sale of Products and provide the service expected by Snapon customers. In order to maximize the sale of Products, Snap-on recommends that Franchisee call on every potential customer at stops on the List of Calls at least once a week. Franchisee will refrain from engaging in activities that would conflict with these purposes and shall devote full business attention and efforts to these purposes. Franchisee and employees of the Franchisee will represent the Snap-on brand by acting in a competent, fair, honest, ethical, and courteous manner in accordance with the image and reputation of Snap-on and the Snap-on Program, and maintain a neat and clean appearance.
C. Sales Only to End-user. Franchisee shall sell the Products only to customers at locations on the List of Calls and shall not sell or give away the Products to any person or entity for resale.
D. Restriction on the Sale of Certain Items. In order to emphasize the Snap-on brand, Franchisee will not sell items of merchandise which are directly competitive with the Products that are manufactured by or for Snap-on, except items of merchandise which Franchisee has taken as a trade-in. In addition, Franchisee will refrain from selling items which are inappropriate or inconsistent with a business selling tools and equipment.
E. Franchisee Use of Internet and Mobile Applications. Franchisee will only use the internet, including social media sites such as Facebook, Instagram, SnapChat, and TikTok, commercial sites such as eBay or Craig's List and mobile applications, to advertise Products or other items of merchandise to customers at stops on Franchisee's List of Calls. Such internet use is subject to compliance with Section 13 below.
F. Pricing. Franchisee will unilaterally determine the price at which Franchisee will sell the Products. In order to assist Franchisee in setting prices, Snap-on regularly provides Franchisee with suggested list prices for the Products, but Franchisee is not required to follow Snap-on's suggested prices.
G. Van. Franchisee will lease or purchase a van that complies with specifications contained in the Snap-on Program in effect on the Effective Date of this Agreement. Franchisee will maintain and operate the van in good condition and repair. Franchisee will display the current van decal and logo package as required by Snap-on from time to time in order to protect the Snap-on brand identity. Franchisee will display the inventory in the van in a clean and neat manner to enhance the sale of Products. The van will be used as the primary vehicle when making sales and service calls; however, Franchisee may use additional van(s), trailer(s) or other vehicle(s) as Franchisee elects to use in order to improve service to customers. Such additional vehicle(s) need not meet Snap-on specifications except that any use of the Trademarks on such vehicle(s) must be in accordance with proper trademark usage as set forth in Section 13. If Franchisee replaces its primary van, the van must comply with specifications contained in the Snap-on Program.
H. Technology Package; Electronic Commerce and Communication. Franchisee is required to use a computer, computer components and other content meeting Snap-on's specifications as outlined in the Brand Handbook, and as modified in the Snap-on Program from time to time. Snap-on will initially provide Franchisee, without cost to Franchisee, with a technology package including computer hardware and printer meeting the current specifications of the Snap-on Program.

Franchisee will obtain a license from Snap-on or a source designated by Snap-on, for point of sale software that conforms to specifications contained in the Snap-on Program, as may be modified from time to time.

In order to effectively communicate information and place orders for Products, Franchisee must subscribe, at Franchisee's expense, to a reliable internet service provider or other electronic communication provider or service. Snap-on is not liable for any damage to Franchisee including lost profits, delayed orders or the like which are the result of any outage or delay related to electronic transmission of information, whether by the internet or otherwise, or as the result of Franchisee's failure to access the information.
I. Warranties. Franchisee will assist Snap-on in honoring all warranties on the Products. Franchisee understands that warranty service for the customer is an important part of the Snap-on Program and that Franchisee will be required to make repairs and arrange for service for customer Products without compensation from Snap-on. The cost of warranty services is taken into consideration by Snap-on when setting the franchisee discount on the Products. The terms of Snapon's warranties may be changed by Snap-on from time-to-time in its sole business judgment.
J. Compliance with Law. Franchisee will comply with all laws, ordinances, and regulations affecting the operation of the franchise, including but not limited to all labor and employment laws, ordinances and regulations and all applicable data privacy laws.
K. Taxes and Other Indebtedness. Franchisee will pay when due all taxes levied and assessed, including, without limitation, sales, use, personal property, income and other taxes, including all taxes applicable to Franchisee's employees. Franchisee will pay when due all accounts and other indebtedness of every kind incurred by Franchisee in the conduct of the franchise.
9. Security Interest. To secure Franchisee's obligations to Snap-on, including those arising under this Agreement, Franchisee grants Snap-on a security interest in all of the following property of the Franchisee, whether now owned or hereafter acquired, and whether tangible or intangible: inventory, tools, equipment, vans, accounts, contract rights, general intangibles, chattel paper, Revolving Accounts, Extended Credit Contracts, Credit Sale Contracts, Open Accounts, Leases, insurance policies, documents, deposits, all Reserves (including, but not limited to EC Reserve and Business Reserve) or similar types of accounts, trademarks, trade names, customer lists, books, records, catalogues, sales aids, computers and computer programs, and any replacements, substitutions, additions, accessions or proceeds thereof. Franchisee represents and warrants that Snap-on's security interest as described above shall be prior to that of any other creditor. Franchisee understands that Snap-on will make all required UCC filings to perfect Snap-on's security interest in Franchisee's property as set forth in this Section and Franchisee will cooperate with Snap-on to the extent requested by Snap-on to accomplish this perfection. Franchisee authorizes Snap-on to describe the collateral in any financing statement as "all business assets". This statement in any financing statement will not expand or limit the property given as security for the performance of Franchisee's obligations to Snap-on described above. With respect to any funds accounted for or held by Snap-on for the benefit of Franchisee, Snap-on will be entitled to commingle such funds with Snap-on's general funds and to offset against such funds any monies owed Snap-on by Franchisee.

## 10. Credit Sales.

A. Revolving Accounts. Revolving Account or RA sales are credit sales in which Franchisee extends its own credit to Franchisee's customers. The terms, such as the price, down payment and repayment schedules are determined by the Franchisee and the customer. As provided below, Franchisee may either reject or purchase RAs offered for sale by Snap-on or the franchisee ("Predecessor") who previously sold Products to customers at stops on Franchisee's List of Calls ("RA Acquisition"). The RA Acquisition is subject to Franchisee's right, for 45 days from the date Franchisee begins servicing customers in the List of Calls, to advise which of the RAs Franchisee has rejected, unless Franchisee is purchasing the RAs from Predecessor as a transfer franchise, in which case, Franchisee and the Predecessor may agree on the RAs to be purchased, and the 45 -day time period to reject some or all of the RAs will be eliminated. Snap-on must be advised of all rejected RAs within the 45 day time period and Predecessor must be advised of the rejected RA within 55 days. Any RAs not rejected by Franchisee within an applicable rejection period will be purchased by Franchisee. In the event Franchisee sells Products to a customer (whose RA was offered to Franchisee) within an applicable forty-five (45) day period, Franchisee will be deemed to have agreed to purchase the RA relating to such customer, unless Snap-on and the Predecessor have first been advised that Franchisee has rejected that customer's RA. The purchase price for the RAs will be seventy-five percent (75\%) of the balance due on each RA being sold unless otherwise agreed to by the Franchisee and the Predecessor. In addition to RA Acquisition, Franchisee will regularly sell Products to Franchisee's customers on RA.
B. Open Accounts. Snap-on has established, and from time to time may modify or discontinue, a program for extending short term financing for the purchase of Products sold to certain businesses located at stops on the Franchisee's List of Calls ("Open Accounts"), as set forth in the Brand Handbook. Snap-on may, in its sole business judgment, accept the assignment of Open Account contracts offered to Snap-on by Franchisee. The parties' obligations with respect to Open Accounts shall be governed by any Snap-on policies regarding such Open Accounts contained in the Snap-on Program from time to time.
11. Advertising by Franchisee. Franchisee is not required to engage in advertising or participate in advertising through an advertising fund. If Franchisee decides to advertise in print or electronically, promotional materials may be purchased from any source. The Trademarks must be used in accordance with the requirements of Section 13 and as set forth in the Snap-on Program. Advertising materials may only be used to advertise to customers and potential customers at stops on Franchisee's List of Calls.
12. Bookkeeping. Franchisee will keep and maintain complete and accurate books and records of Franchisee's business operations.
13. Trademarks. The term "Trademarks" as used in this Agreement refers to all words, symbols, designs, trade names, service marks or combinations thereof used to identify the Snap-on Program and the Products sold and services performed in connection with the Snap-on Program whether or not registered with the U.S. Patent and Trademark Office. Franchisee will use the Trademarks only in the manner approved by Snap-on.

Franchisee's right to use the Trademarks is limited to the operation of the franchise and as expressly provided in this Agreement and the Brand Handbook. Franchisee agrees to use the Trademarks in the identification and conduct of Franchisee's franchise business. Franchisee will identify itself as the independent owner of the franchise business in the manner Snap-on prescribes and Franchisee will not include any other trademark or trade name in the identification of the franchise or the conduct of Franchisee's franchise business. Franchisee will not use any Trademark, or any word confusingly similar to a Trademark (as determined by Snap-on), as part of any corporate or trade name or with any prefix, suffix or other modifying words, nicknames, terms, designs or
symbols, or in any modified form (including, without limitation, any local or special adaptations or artistic variations of any of the Trademarks), nor may Franchisee use any Trademark, or any word confusingly similar to a Trademark, in connection with the sale of any unauthorized product or service or in any other manner not expressly authorized in writing by Snap-on. Franchisee will not use any Trademark or any other word which is confusingly similar to any Trademark (for example, snapon, SnapOn) as an Internet domain name, an electronic mail address, or an Internet web page address, or any part thereof (for example, SnaponNW@nwtools.com, joepublic@snaponnw.com, http://www.toolsNE\Snap-on.html) or as any other identifier in any form of electronic communication and Franchisee must obtain Snap-on's prior written approval prior to any use of the Trademarks in electronic commerce, including but not limited to all forms of electronic or computer communication. Franchisee agrees to display the Trademarks prominently and in the manner Snap-on prescribes on signs, forms and other materials and articles. Further, Franchisee agrees to give such notices of trademark or service mark ownership or registration and copyrights as Snap-on specifies and to obtain such fictitious or assumed name registration as may be required under applicable law. Any and all uses of any of the Trademarks shall be subject to Snap-on's approval. If local laws or ordinances require that Franchisee file an affidavit of doing business under a fictitious name, Franchisee shall include in that filing an indication that the filing is made "as an authorized franchisee of Snap-on Tools Company LLC, Kenosha, Wisconsin." In no event may Franchisee file any record or sign any form indicating Franchisee is "d/b/a Snap-on" or "doing business as Snap-on." Franchisee shall use the symbol $®^{\circledR}$ with all registered trademarks and the symbol ${ }^{\mathrm{TM}}$ with all other trademarks or service marks so as to protect Snap-on's ownership rights.

In the event Snap-on should elect to use a name other than "Snap-on" to identify the Snap-on Program, Snap-on may select another name and the Snap-on Program and this Agreement will be deemed amended to substitute that name. If Snap-on determines, in its sole business judgment, that Franchisee should modify or discontinue use of any Trademark and/or use one or more additional or substitute trademarks or service marks, Franchisee agrees to comply promptly therewith after notice thereof by Snap-on. Franchisee will be responsible for all expenses incurred in modifying or discontinuing the use of a Trademark or substituting therefore a different trademark or service mark, and Snap-on will not be obligated to reimburse Franchisee for any loss of goodwill by the franchise associated with any modified or discontinued Trademark or for any expenditures made by Franchisee to promote a modified or substitute trademark or service mark.

Franchisee agrees that nothing in this Agreement gives Franchisee any right, title or interest in the Trademarks (except the right to use the Trademarks in accordance with the terms of this Agreement); that the Trademarks are the sole property of Snap-on and its affiliates; that Franchisee will not directly or indirectly contest the validity of Snap-on's or its affiliates ownership of the Trademarks (whether during or after the term of this Agreement); and that any and all uses by Franchisee of the Trademarks and the goodwill arising therefrom shall inure exclusively to the benefit of Snap-on and its affiliates. Franchisee agrees that it will not use or register any words, symbols, designs, trade names, service marks or combinations thereof that are confusingly similar to any Trademarks (as determined by Snap-on), but that if it nonetheless does acquire any rights in such confusingly similar words, symbols, designs, trade names, service marks or combinations thereof it will promptly assign the same to Snap-on, upon Snap-on's request, without any compensation.

Franchisee will promptly notify Snap-on in writing of any apparent infringement of or challenge to Franchisee's use of any Trademark, or any claim by any person other than Snap-on or its affiliates of any rights in any Trademark or any similar trade name, trademark or service mark, of which Franchisee becomes aware. Franchisee will not communicate with any person other than Snap-on and its affiliates and their counsel in connection with any such infringement, challenge or claim. Snap-on and its affiliates have the sole discretion to take such action as they deem appropriate (including no action) and the right to control exclusively any litigation, trademark proceeding or any other administrative proceeding arising out of any such infringement, challenge or claim or otherwise
relating to any Trademark. Franchisee agrees to execute any and all instruments and documents, render such assistance and do such acts and things as may, in the opinion of Snap-on's and its affiliates' counsel, be necessary or advisable to protect and maintain Snap-on's and its affiliates'
interests in any such litigation, trademark proceeding or other administrative proceeding or otherwise to protect and maintain Snap-on's and its affiliates' interests in the Trademarks.

To the extent Franchisee uses any of the Trademarks in employment-related materials, Franchisee must include a clear disclaimer that Franchisee (and only Franchisee) is the employer of employees at Franchisee's franchise business and that Snap-on, as the franchisor, is not their employer and does not engage in any employer-type activities, which only franchisee are responsible, (including but not limited to employee selection, promotion, termination, hours worked, rates of pay, other benefits, work assigned, discipline, adjustment of grievances and complaints and working conditions).
14. Relationship of Parties; Franchisee as Independent Contractor. This Agreement does not create a fiduciary or other special relationship between the parties. Franchisee is an independent contractor with entire control and direction of the franchise and its operations, subject only to the conditions and covenants established by this Agreement. No agency, employment, or partnership is created or implied by the terms of this Agreement and Franchisee is not and will not hold itself out as agent, legal representative, partner, subsidiary, joint venturer or employee of Snap-on (its subsidiaries or affiliates). Franchisee shall be solely responsible for the day-to-day operation of its franchised business, including all of Franchisee's employment decisions, including but not limited to, recruiting, hiring, firing, scheduling, discipline, wages, hours, benefits, etc. and for all matters regarding Franchisee's employees. Franchisee will have no right or power to, and will not bind or obligate Snap-on (its subsidiaries or affiliates) in any way or manner whatsoever, nor represent that Franchisee has any right to do so. Franchisee will not represent, or purport to represent Snap-on in any manner or by any medium without the express prior written approval of Snap-on. The sole relationship between Franchisee and Snap-on (its subsidiaries and affiliates) is a commercial, arms' length business relationship and, except as provided in Section 24, there are no third party beneficiaries to this Agreement. Franchisee's business will be kept totally separate and apart from any that may be operated by Snap-on (its subsidiaries and affiliates).

In all public records, in relationships with other persons, and on letterheads and business forms Franchisee will indicate the independent ownership of the franchise and that Franchisee is solely an "authorized franchisee" of Snap-on. Franchisee will post a sign in a conspicuous location on Franchisee's van to so advise the public.
15. Confidentiality. Franchisee acknowledges that Snap-on owns the Snap-on Program, which includes, but is not limited to, Snap-on's trade secrets, the List of Calls, the Brand Handbook and all other manuals provided to Franchisee by Snap-on. The Snap-on Program is disclosed to Franchisee in confidence and solely for the purpose of enabling Franchisee to operate the franchise, and Franchisee will not disclose any part of it to anyone other than Franchisee's employees in the Snapon business, Snap-on employees or other Snap-on franchisees or use it for any other purpose than the operation of its franchised business incompliance with this Agreement. Franchisee is responsible for Franchisee's employees maintaining the confidentiality of these materials. Franchisee acknowledges that such disclosure would inflict irreparable injury on Snap-on and that Snap-on will be entitled to obtain injunctive relief in addition to any other legal or equitable remedies it may have upon a breach of this Section 15.
16. Interest. Except as otherwise expressly provided in writing, any and all funds held by Snapon for the benefit of Franchisee will bear no interest. While Snap-on currently does not charge interest, Snap-on reserves the right to charge interest on amounts Franchisee fails to pay when due
from the due date until paid at a rate of interest up to the maximum rate permitted in the State in which Franchisee resides.
17. Insurance. Franchisee will be responsible for all loss or damage originating in, or incurred in connection with, the operation of the franchise and for all claims or demands for damages to property or for injury, illness, or death of persons directly or indirectly resulting there from. Franchisee will at all times carry the driver's license required by applicable state law and the insurance which may be required by the terms of any lease or financing agreement on the van. Franchisee will carry the following insurance:
A. Commercial business auto liability insurance with limits of $\$ 1,000,000$ combined single limit for bodily injury and property damage; and physical damage coverage which includes collision, specified perils of fire, lightning, explosion, theft, wind storm, hail or comprehensive coverage in lieu of specified perils;
B. Commercial liability insurance under a comprehensive general liability form that includes coverage for bodily injury and property damage on an occurrence basis with coverage that includes product/completed operations with policy limits not less than $\$ 1,000,000$; and
C. All risks property coverage for full replacement value of Franchisee's inventory being offered for sale.

Insurance coverages should reflect that Snap-on Incorporated and its subsidiaries are additional insureds under both commercial general liability and commercial business automobile liability coverage and that Snap-on Incorporated and its subsidiaries are loss payees, as their interests may appear, under the all risks property coverage.

Upon Snap-on's request from time to time, Franchisee will submit evidence in writing of having obtained such coverage from an insurance carrier acceptable to Snap-on.

Snap-on may reasonably increase the minimum coverage required under subsections $A$. and B. above and require different or additional kinds of insurance to reflect inflation, changes in standards of liability, higher damage awards or other relevant changes in circumstances. All such changes will be set forth in the Brand Handbook at least 30 days prior to Franchisee being required to comply. Snap-on will be furnished with certificates of insurance and/or copies of the insurance policies, if it requests.

All policies of insurance required to be maintained by Franchisee must be renewed at least thirty (30) days prior to the respective expiration dates of existing policies of insurance. All such policies will contain endorsements requiring the insurer to give Snap-on at least ten (10) days' prior written notice before terminating, canceling or making changes in any policy. In the event any of Franchisee's policies of insurance required by subsections B. and C. is canceled or not renewed, Snap-on has the right, but not the obligation, to obtain the coverage for Franchisee and invoice Franchisee for the cost of the coverage, which invoice Franchisee shall pay within five (5) business days.

## 18. Transfers.

A. Transfer by Snap-on. Snap-on has the right to transfer or assign all or any part of its rights and/or obligations under this Agreement to any person or legal entity.
B. Transfer by Franchisee. Franchisee or the owners of the franchise business will not, directly or indirectly, sell, assign, transfer, convey, give away, pledge, mortgage or otherwise
encumber any interest in this Agreement, the Franchisee, or the assets of the franchise business (other than an interest in the van, inventory, or accounts receivable as security for borrowing to finance the operation of the franchise or to Snap-on Credit or its assigns in the ordinary course of

Franchisee's business) without the prior written consent of Snap-on. Any purported assignment or transfer, by operation of law or otherwise, not having the written consent of Snap-on is null and void.

Snap-on will not unreasonably withhold its consent to a transfer of all of the assets of the franchise business or the entire interest in Franchisee provided the following conditions are met:
(1) Franchisee and each of the owners have first offered to sell all of the assets of the franchise business or the entire interest in Franchisee to Snap-on, pursuant to Section 18.E. of this Agreement, and Snap-on has declined to exercise its right of first refusal.
(2) The terms of the sale, including the price, do not, in Snap-on's reasonable business judgment, jeopardize the ability of the transferee to maintain, operate and promote the franchise and meet the financial obligations to Snap-on, third party suppliers and creditors. This provision will not create any liability on the part of Snap-on to the transferee in the event that Snap-on approves the transfer and the transferee experiences financial difficulties.
(3) All of Franchisee's monetary obligations to Snap-on (and Snap-on's subsidiaries and affiliates) and all other outstanding obligations related to the franchise (including, but not limited to, bills from suppliers, taxes, judgments and any required governmental reports, returns, affidavits or bonds) have been satisfied. Snap-on reserves the right to require that a reasonable sum of money be placed in escrow to ensure that all such obligations will be satisfied. Franchisee shall also be in compliance with all provisions of this Agreement, any amendment to this Agreement or successor agreement, or any other agreement between Franchisee and Snap-on or its subsidiaries and affiliates.
(4) Franchisee, and each of its owners, will execute a general release, in a form satisfactory to Snap-on, of any and all claims against Snap-on and its subsidiaries and affiliates and their respective past and present officers, directors, shareholders, agents and employees, in their corporate and individual capacities, including, without limitation, claims arising under federal, state and local laws, rules and ordinances, and claims arising out of, or relating to, this Agreement, any other agreements between Snap-on, Snap-on Credit, their subsidiaries and affiliates and Franchisee and Franchisee's operation of the franchise, but excluding any claims the release of which is prohibited by applicable law.
(5) Franchisee and its owners will execute all agreements necessary, in Snap-on's reasonable business judgment, to accomplish the transfer and assumption of obligations under this Agreement. Franchisee will provide Snap-on with whatever information and/or documentation regarding the transfer that Snap-on requests and will comply with Snap-on's other reasonable requirements related to the transfer.
(6) Transferee will:
a. Demonstrate to Snap-on's satisfaction that it meets Snap-on's managerial, operational and business standards for a new franchisee; has the aptitude and ability to operate the franchise (as may be demonstrated by prior related business experience or otherwise); and has adequate financial resources and capital to operate the franchise; and
b. Execute Snap-on's then-current form of Franchise Agreement and other ancillary agreements (all of which may differ from this Agreement and the ancillary agreements signed by Franchisee and may include a guarantee to be executed by Franchisee's owner or owners)
c. Complete the Snap-on Store Management Training required for all new franchisees and store managers; and
d. Pay Snap-on a transfer fee, in effect at the time of the transfer, to reimburse Snap-on for its legal, training, and other expenses in connection with the transfer of the franchise; and
e. Execute all agreements necessary in Snap-on's reasonable business judgment to accomplish the transfer and assumption of obligations under this Agreement. Transferee will provide Snap-on with whatever information and/or documentation regarding the transfer that Snapon requests and will comply with Snap-on's other reasonable requirements related to the transfer.

Snap-on's consent to a transfer will not constitute a waiver of any claims it may have against Franchisee or its owners, nor will it be deemed a waiver of Snap-on's right to demand exact compliance with any of the terms of this Agreement by transferee, nor will it be deemed a waiver of Snap-on's continuing right to give or withhold consent to any future transfers.

Franchisee will provide transferee with information regarding the franchise being transferred and the customers to be served, as well as take all other steps that may be reasonably required to effect an orderly transition of the franchise.
C. Transfer to Another Corporation, Limited Liability Company, Etc. In the event Franchisee desires to transfer this Agreement to another corporation, limited liability company or other approved entity under common ownership with Franchisee, Franchisee must obtain Snap-on's prior written consent, which Snap-on will not unreasonably withhold. Approval may be conditioned on the following requirements:
(1) The principal owner of Franchisee will own a controlling interest in the transferee and may transfer any stock or interest to a third party only in accordance with Section 18.B.;
(2) The Franchisee and the transferee will execute an assignment document in a form acceptable to Snap-on, which will contain personal guarantees by the principal owner of Franchisee of the obligations contained in this Agreement and all other agreements with Snap-on (including subsidiaries and affiliates);
(3) Copies of the following documents are delivered to Snap-on at least ten (10) days prior to the assignment: (a) the transferee's Articles of Incorporation, by-laws, Articles of Formation, Membership Agreement or other governing documents that Snap-on may request; (b) a copy of the resolution of the transferee's Board of Directors, Board of Members or other governing board authorizing the assumption of this Agreement, which Snap-on may request be certified as correct by the Secretary of a corporation or a Member of a limited liability company or other appropriate party for another legal entity; (c) such other documents that Snap-on may reasonably request; and
(4) The transferee grants Snap-on a security interest to secure its obligations to Snapon covering the same collateral and with the same priority as the security interest granted Snap-on by the Franchisee and will execute any documents deemed appropriate by Snap-on to perfect such a security interest.

Franchisee agrees that the activities of Franchisee, including any transferee under this subsection C., will be limited to the operation of the Snap-on franchise business.
D. Death or Disability of Principal Owner of Franchisee. If this Agreement is in force and effect at the time of the death or permanent incapacity of the principal owner of Franchisee, the successor in interest, surviving spouse, heirs or estate of the principal owner of Franchisee (collectively, "heir") will have the right to continue operating the franchise for a reasonable period of time, which will not exceed 90 days, following such death or permanent incapacity, during which time the heir either shall make application to Snap-on to become the principal owner of Franchisee, or transfer the heir's entire interest in Franchisee or the assets of the franchise business to a third party.
(1) In the event the heir seeks to become the principal owner of Franchisee, Snap-on will not unreasonably withhold its consent to approval of the heir, provided that the following conditions are met. The heir will:
a. Demonstrate to Snap-on's satisfaction that the heir meets Snap-on's managerial, operational and business standards for a new franchise owner; has the aptitude and ability to operate the franchise (as may be demonstrated by prior related business experience or otherwise); and has adequate financial resources and capital to operate the franchise; and
b. Execute Snap-on's then-current form of Franchise Agreement and other ancillary agreements (all of which may differ from this Agreement and the ancillary agreements signed by the original Franchisee and may include a guarantee to be signed by the Franchisee's owner or owners), if requested by Snap-on; and
c. Complete Snap-on's Store Management Training required for all new principal owners and store managers; and
d. Execute all agreements necessary in Snap-on's reasonable business judgment to accomplish the transfer and assumption under this Agreement. The heir will also provide Snapon with whatever information and/or documentation regarding the transfer that Snap-on reasonably requests.
(2) In the event the heir seeks to transfer the heir's interest in Franchisee or the assets of the franchise business to a third party, the heir may only transfer all of the interest in accordance with the requirements of Section 18.B.
E. Snap-on's Right of First Refusal. If Franchisee and all owners desire to sell, transfer or assign all stock or membership interest in Franchisee or all of the assets of the franchise business and enters into a bona fide agreement with a third-party buyer, Franchisee will deliver a true and complete copy of the same to Snap-on. Snap-on will have the right to purchase such interest by paying Franchisee and owners, if applicable, an amount equal to the current value of the purchase price agreed to between Franchisee and owners, if applicable, and the third-party buyer. Snap-on will have thirty (30) days in which to notify Franchisee that it will exercise its right of first refusal and sixty (60) days to approve Franchisee's sale. This time period begins upon Franchisee's delivery of all information and documentation requested by Snap-on from Franchisee necessary to evaluate the offer and the sale of all interest in Franchisee or assets of the franchise business, including an enforceable contract to purchase all interest in Franchisee or the assets of the franchise business. If Snap-on accepts any such offer, it will be entitled to offset against the purchase price paid any monies owed by Franchisee to Snap-on, Snap-on Credit or their subsidiaries and affiliates.

If Snap-on does not advise Franchisee of its acceptance or rejection of the offer within the specified thirty (30) day period then Snap-on is presumed to have declined to exercise this right of first refusal. If Snap-on fails to advise Franchisee of its approval or disapproval of the sale of Franchisee or the assets of the franchise business within the specified sixty (60) day period then, provided Franchisee and buyer comply with all contractual requirements and conditions required for
a transfer, Franchisee and owners may sell, transfer or assign all of their interest in Franchisee or the assets of the franchise business, but not at a lower price, nor on more favorable terms, than those presented to Snap-on. Franchisee's failure to close any approved sale within 120 days following Franchisee's receipt of a statement acknowledging Snap-on's receipt of an enforceable contract to purchase, as well as any information and documentation requested by Snap-on from Franchisee necessary to evaluate the offer will immediately revive Snap-on's right of first refusal.
19. Termination by Franchisee. Franchisee may terminate this Agreement by written notice to Snap-on if Snap-on fails to cure any default of Snap-on's obligations under this Agreement within thirty (30) days after Franchisee provides Snap-on with written notice of default.

## 20. Termination by Snap-on.

A. Automatic Termination without Notice. Snap-on may, at its option, without prejudice to any and all other rights and remedies it may have under this Agreement or under applicable law, terminate this Agreement without notice to Franchisee:
(1) If Franchisee is adjudicated a bankrupt or becomes insolvent, or has a trustee or receiver appointed by a court of competent jurisdiction for all or any part of Franchisee's property; or
(2) If a proceeding is filed under any bankruptcy laws or other similar laws and such proceeding is not dismissed within ninety (90) days after filing; or
(3) If Franchisee makes a general assignment for the benefit of creditors.
B. Termination upon Notice. Franchisee will be in default under this Agreement and Snapon may, at its option, without prejudice to any and all other rights and remedies it may have under this Agreement or under applicable law, terminate this Agreement effective upon Franchisee's receipt of written notice of termination, in the following instances:
(1) If Franchisee fails to satisfy any material judgment against Franchisee within thirty (30) days after the judgment is entered and becomes final; or
(2) If Franchisee makes a material misrepresentation in connection with the approval of Franchisee as a franchisee, or engages in conduct involving dishonesty in dealing with Snap-on or Snap-on Credit; or
(3) If Franchisee abandons the franchise business; or
(4) If Franchisee or its principal owner is convicted of, or plead nolo contendere to, a felony charge as defined in applicable law; a crime involving moral turpitude; or any other crime or offense, including any misdemeanor, that is reasonably likely to adversely affect the goodwill associated with the Snap-on brand or any of the Trademarks; or
(5) If, in Snap-on's reasonable determination the continued operation of the franchise by the Franchisee will result in a threat or danger to public health or safety; or
(6) If Franchisee:
a. sells Products to a customer located at a stop on another franchisee's list of calls, unless Franchisee agrees, within ten (10) days after request by Snap-on, to credit such sale(s) to the other franchisee or to Snap-on; or
b. after notice from Snap-on to cease such activity, sells or offers for sale by any means any Products to any customer not located at a stop on Franchisee's List of Calls, whether or not such sales are subsequently credited to another franchisee or Snap-on and whether or not such customers are located at a stop on any other franchisee's list of calls.
(7) If Franchisee receives a written notice of immediate termination under any other written agreement with Snap-on or Snap-on Credit (or any of their subsidiaries or affiliates) or remains in default beyond the applicable cure period under any other written agreement with Snapon or Snap-on Credit (or any of their subsidiaries or affiliates); or
(8) If Franchisee discloses or uses the contents of the Snap-on Program or other trade secrets or confidential or proprietary information provided to Franchisee by Snap-on, contrary to the provisions of Section 15; or
(9) If Franchisee has received two (2) or more notices of default within the previous twelve (12) months, Snap-on will be entitled to send Franchisee a notice of termination upon the next default of Franchisee during such twelve (12) month period under this Section 20.B. without providing Franchisee an opportunity to correct the default; or
(10) If any purported assignment or transfer of any interest in this Agreement, Franchisee or the assets of the franchise business (other than an interest in the van, inventory, or accounts receivable as security for borrowing to finance the operation of the franchise or to Snap-on Credit or its assigns in the ordinary course of Franchisee's business) occurs, by operation of law or otherwise, without the prior written consent of Snap-on, as required in Section 18.B.

## C. Termination upon Expiration of Cure Period.

(1) Except for those items listed in preceding Sections 20.A.-B., Franchisee will have thirty (30) days after written notice of default from Snap-on within which to remedy any default under this Agreement and if such default is not cured within that time, this Agreement will terminate without further notice to Franchisee effective immediately upon expiration of that time, unless Snap-on notifies Franchisee otherwise in writing.
(2) Notwithstanding the provisions of preceding Section 20.C.(1), if Franchisee defaults in the payment of any monies owed to Snap-on (or any subsidiary or affiliate of Snap-on) when such monies become due and payable, whether pursuant to this Agreement or otherwise, and Franchisee fails to pay such monies within ten (10) days after written notice of default from Snap-on, then, unless Snap-on notifies Franchisee otherwise in writing, this Agreement will terminate without prejudice to any and all other rights and remedies Snap-on may have under this Agreement or under applicable law.
D. Non-waiver. Termination of this Agreement will not prejudice any and all other rights and remedies Franchisee or Snap-on may have under this Agreement or any other agreement between Franchisee and Snap-on or any subsidiary or affiliate of Snap-on under applicable law.
E. Statutory Limitations. Notwithstanding the provisions of preceding Sections 20.A.-D., in the event any valid, applicable law or regulation of a competent governmental authority having jurisdiction over the franchise granted by this Agreement requires a notice or cure period prior to termination longer than set forth in preceding Sections 20.A.-C., this Agreement is amended to conform to the minimum notice or cure period required by such applicable law or regulation.
21. Effect of Expiration or Termination. Upon the expiration or termination of this Agreement for any reason, Franchisee will cease to be an authorized Snap-on franchisee and the parties will do the following:
A. Franchisee will immediately cease operating the franchised business (except franchisee may continue collection of its RA) and promptly pay Snap-on all sums due and owing to Snap-on or any subsidiary or affiliate of Snap-on; and
B. Franchisee will continue to abide by the restrictions contained in Section 15 and will not, directly or indirectly, take any action which violates those restrictions; and
C. Franchisee will promptly return to Snap-on all print copies of Brand Handbooks, will delete all electronic copies of Brand Handbooks and any other manuals furnished to Franchisee, together with all other materials containing trade secrets, confidential information, operating instructions or business practices of the Snap-on Program; and
D. Franchisee will immediately discontinue all use of the Trademarks and of any and all signs, paper goods or objects bearing the Trademarks, or any reference whatsoever thereto; remove the Trademarks from materials, motor vehicles and other equipment owned or used by Franchisee in the conduct of the franchise (except Products); cancel all advertising that contains the Trademarks (including telephone directory listings); and take such action as may be necessary to cancel any filings or registrations that contain any Trademark; and
E. Franchisee will execute any and all documents reasonably requested by Snap-on that are necessary to effectuate termination of Franchisee's license and interest in and to the use of the Trademarks and the Snap-on Program; and
F. Franchisee will cease to: (i) operate or do business under any name or in any manner that might tend to give the impression that this Agreement is still in force or that Franchisee is connected in any way with Snap-on, or has any right to use the Snap-on Program or the Trademarks or otherwise hold itself out as a Snap-on franchisee; and (ii) make use of, or avail itself of, any of the trade secrets of, or information received from, Snap-on or disclose or reveal any such information or any portion thereof to anyone not employed by Snap-on or its franchisees; and
G. If Franchisee and Snap-on agree in writing to settle all accounts and resolve any outstanding issues between them (which agreement will include a mutual general release, including a general release from all owners of Franchisee, of all claims the release of which is not prohibited by applicable law), Snap-on shall repurchase from Franchisee all Products purchased by Franchisee from Snap-on (except for Products no longer manufactured and/or distributed by Snapon and Products specially made or ordered for Franchisee or Franchisee's customers) that are in new, unused and saleable condition (as determined by Snap-on in its reasonable business judgment) and delivered to Snap-on within fifteen (15) days after termination of this Agreement. The purchase price for the Products will be determined in accordance with the Check-in Valuation Policy published in the Brand Handbook, on the date this Agreement terminates or expires. Snap-on will be entitled to offset against the monies payable to Franchisee for repurchase of any Products all monies owed to Snap-on (or any subsidiaries or affiliates of Snap-on) by Franchisee, including for up to sixty (60) days: (i) any unpaid Open Account amounts; and (ii) Franchisee's obligations under Extended Credit Contracts assigned to Snap-on (or any subsidiaries or affiliates of Snap-on) by Franchisee as provided in the Franchisee Servicing Agreement between Franchisee and Snap-on Credit (Snap-on may offset amounts due Snap-on Credit and remit same to Snap-on Credit); and
H. Franchisee may offer to sell some or all of Franchisee's Revolving Accounts ("RAs") to Snap-on or its designee. Snap-on or its designee will have the option, but not the obligation, to purchase some or all of the RAs offered by Franchisee. The purchase price for the RAs will be equal to seventy-five percent (75\%) of the balance due of each RA being sold unless otherwise agreed to by the parties. Snap-on will be entitled to offset against payments for RA purchases all monies owed to Snap-on (or any subsidiaries or affiliates of Snap-on) by Franchisee, including for up to sixty (60) days: (i) any unpaid Open Account amounts; and (ii) Franchisee's obligations under Extended Credit Contracts assigned to Snap-on (or any subsidiaries or affiliates of Snap-on) by Franchisee, as provided in the Franchisee Servicing Agreement between the Franchisee and Snap-on Credit (Snap-
on may offset amounts due Snap-on Credit and remit same to Snap-on Credit); and
I. Unless a termination agreement (agreed to between the parties according to Section 21.G.) provides otherwise, Franchisee and Snap-on agree that termination of this Agreement under any circumstances will not impair, release, or extinguish any debt, obligation, or liability of Franchisee to Snap-on that may have accrued during the term of this Agreement, including any debt, obligation, or liability that was the cause of termination or arose out of such cause and that the security interest granted to Snap-on by Franchisee under this Agreement will continue in full force and effect until all such debts, obligations and liabilities of Franchisee to Snap-on have been fully discharged by Franchisee. All promises and agreements of Franchisee that are to be performed after the termination of this Agreement shall survive termination. All provisions in this Agreement which expressly or by implication are intended to survive termination or expiration of this Agreement will so survive; and
J. Franchisee will comply with all of Franchisee's obligations under the Franchisee Servicing Agreement and all other agreements with Snap-on Credit.

## 22. Covenant Not to Compete.

A. During the term of this Agreement, Franchisee and all owners of Franchisee will not individually, or in conjunction with any other person or in any manner or capacity, directly or indirectly, carry on or be engaged in, concerned with or interested in, financially or otherwise, or advise in the establishment or operation of, any business involved in the sale of (a) tools, equipment, merchandise or services to automobile dealerships, independent repair shops, marinas or body shops, or (b) any other products or merchandise that would compete with the Products. Notwithstanding the above, Franchisee and the owners of Franchisee will not be prohibited from owning shares of a class of securities listed on a stock exchange or traded on the over-the-counter market that represent less than three percent (3\%) of the number of shares of that class of securities issued and outstanding.
B. For a period of twelve (12) months following termination or expiration of this Agreement, Franchisee and the owners of Franchisee will not directly or indirectly solicit or sell any mechanic's tools, automotive service equipment, or related products that would compete with Snap-on Products to any customer at any stop listed on Franchisee's List of Calls that was in effect at the time of such termination or expiration.
23. Approvals and Waivers. No waiver by any party of any provision of this Agreement will be deemed a waiver of any other provision of this Agreement or of any subsequent breach by any other party of the same or another provision. Any party's consent to, or approval of, any act will not be deemed to render unnecessary the obtaining of the other party's consent to or approval of any subsequent act. Snap-on and Franchisee will not be deemed to have waived or impaired any right, power or option reserved by this Agreement by virtue of: any custom or practice of the parties at variance with the terms hereof; any failure, refusal or neglect of Snap-on or Franchisee to exercise any right under this Agreement or to insist upon exact compliance by the other with its obligations hereunder, including, without limitation, any mandatory specification, standard or operating procedure; any waiver, forbearance, delay, failure or omission by Snap-on to exercise any right, power or option, whether of the same, similar or different nature, with respect to any other Snap-on franchisee; or Snap-on's acceptance of any payments from Franchisee after any breach by Franchisee of this Agreement.

Snap-on and Franchisee may by written instrument unilaterally waive or reduce any obligation of or restriction upon the other under this Agreement, effective upon delivery of written notice thereof to the other or such other effective date stated in the notice of waiver.

## 24. Indemnification.

A. Franchisee will, at all times, indemnify, defend (with counsel selected by Snap-on), and hold harmless (to the fullest extent permitted by law) Snap-on, its affiliates, successors and assigns and their respective past and present directors, officers, employees, agents and representatives (collectively "Indemnitees") from and against all "losses and expenses" (as defined below) incurred in connection with any action, suit, proceeding, claim, demand, investigation or inquiry (formal or informal) by or against Indemnitees or any settlement thereof (whether or not a formal proceeding or action had been instituted), arising out of or resulting from or connected with operation of the franchise, including, but not limited to compliance with all laws, rules and regulations regarding Franchisee's employees and any claims raised by Franchisee's employees, but not including (i) "losses and expenses" arising from or resulting from or connected with bodily injury or property damage to the extent such "losses and expenses" are caused by a manufacturing, design or warning defect in a Product (including any Product packaging) that could not have been discovered by Franchisee prior to sale or (ii) claims for breach of warranty relating to Products purchased from Snap-on that are not, in whole or in part, the result of Franchisee's sales, service or repair practices or conduct. Franchisee promptly will give Snap-on notice of any such action, suit, proceeding, claim, demand, inquiry or investigation filed or instituted against Franchisee and, upon request, will furnish Snap-on with copies of any documents from such matters as Snap-on reasonably may request.
B. As used in Section 24.A, the phrase "losses and expenses" shall include, but not be limited to, all losses; compensatory, exemplary and punitive damages; fines; charges; costs; expenses; attorneys' fees; court costs; settlement amounts; judgments; compensation for damages to Snap-on's reputation and goodwill; costs of, or resulting from, delays; financing; costs of advertising material and media time/space and the costs of changing, substituting or replacing the same; and any and all expenses of recall, refunds, compensation, public notices and other such amounts incurred in connection with the matters described.
C. Snap-on will indemnify, defend (with counsel selected by Snap-on), and hold harmless Franchisee from and against damages; fines; charges; costs; expenses; reasonable attorneys' fees; court costs; settlement amounts; and judgments incurred in connection with any action, suit, proceeding, claim, or demand against Franchisee, arising out of or resulting from claims for bodily injury or property damage to the extent caused (or alleged to be caused) by a manufacturing, design or warning defect in a Product (including any Product packaging) that could not have been discovered by Franchisee prior to sale. Franchisee will promptly give Snap-on notice of any such action, suit, proceeding, claim, or demand filed or instituted against Franchisee and, upon request, will furnish Snap-on with copies of any documents from such matters as Snap-on reasonably may request.

## 25. Dispute Resolution.

A. Mediation. Except as otherwise provided in Section 25.C., the parties agree to attempt to resolve any controversy or disputes arising out of or relating to this Agreement, the franchise business or Franchisee's relationship with Snap-on, or the termination or nonrenewal of this Agreement, including but not limited to, any claim by Franchisee, or any person in privity with or claiming through, on behalf of or in the right of Franchisee, by non-binding mediation prior to any matter being submitted to arbitration. This provision applies only to controversies and disputes that are specific to Franchisee, or any person in privity with or claiming through, on behalf of or in the right of Franchisee and not to issues that affect Snap-on franchisees generally. Any such mediation will be held within 60 days after a demand for mediation is made by either party by notice to the other party. The mediation will be conducted in the state in which Franchisee resides or a mutually agreeable location. The mediator will be mutually agreed upon by the Franchisee and Snap-on, and Snap-on will pay the costs of the mediator and for the location at which the mediation takes place.

The parties acknowledge that mediation proceedings are settlement negotiations and that to the extent allowed or required by applicable law, all offers, promises, conduct and statements,
whether oral or written, made in the course of the mediation will be confidential and inadmissible in any arbitration, litigation or other legal proceeding involving the parties, provided however, that evidence which is otherwise admissible or discoverable will not be rendered inadmissible or nondiscoverable as a result of its use in mediation.
B. Arbitration. Except as otherwise provided in Section 25.C., any controversy or dispute arising out of or relating to this Agreement, the franchise business or Franchisee's relationship with Snap-on, including but not limited to, any claim by Franchisee, or any person in privity with or claiming through, on behalf of or in the right of Franchisee, concerning the entry into, performance under, nonrenewal of, or termination of, this Agreement; any claim against a past or present employee, officer, director, agent or affiliate of Snap-on; any claim of breach of this Agreement; and any claims arising under or relating to state or federal laws, including the common law (for example, tort or contract claims), or any statutes, rules, or regulations, will be submitted to final and binding arbitration as the sole and exclusive means for final and binding resolution of any such controversy or dispute unless prohibited under applicable state law. Persons in privity with or claiming through, on behalf of or in the right of Franchisee include, but are not limited to, spouses and other family members, heirs, executors, representatives, shareholders, members, successors and assigns. In no event will persons in privity include other Snap-on franchisees who have signed separate franchise agreements with Snap-on.

A party's failure or refusal to resolve the controversy or dispute through mediation under Section 25.A. will not otherwise affect either party's obligation to arbitrate the dispute or controversy under this Section 25.B. A demand for arbitration must be made in writing within the applicable statute of limitation period; otherwise, the right to any remedy will be forever barred, as provided by applicable law and determined by the arbitrator.

Notwithstanding any other provision of this Agreement, arbitration under this Section 25 will be governed exclusively by the Federal Arbitration Act as amended (9 U.S.C. §§ 1 et seg.), and arbitration will take place according to the Commercial Arbitration Rules of the American Arbitration Association ("AAA Rules") in effect as of the date the demand for arbitration is filed. The AAA Rules may be found on the American Arbitration Association's web site at www.adr.org or by searching for those rules using a service such as www.google.com. The arbitration will be held at the office of the American Arbitration Association nearest the Snap-on Regional Sales Office to which Franchisee was assigned most recently prior to the demand for arbitration; provided, however, if such office is outside the state in which the Franchisee resides, Franchisee may cause the arbitration to be held within Franchisee's state of residence at a place mutually convenient to the parties and the arbitrator.

The arbitration will proceed before a single arbitrator. The arbitrator will be chosen in accordance with the AAA Rules. If the amount claimed by the party filing for arbitration both in the original demand for arbitration and in any amendment is less than Seventy-five Thousand Dollars ( $\$ 75,000.00$ ), Snap-on will pay the fees and expenses of the arbitrator and filing fees and costs charged by the American Arbitration Association up to a maximum of Seven Thousand Five Hundred Dollars $(\$ 7,500.00)$. Any amount in excess of Seven Thousand Five Hundred Dollars $(\$ 7,500.00)$ will be split equally by the parties. If the amount of the claim filed either in the original demand for arbitration or by amendment is for Seventy-five Thousand Dollars (\$75,000.00) or more, the parties agree to split equally the fees and expenses of the arbitrator and the filing fees and costs charged by the American Arbitration Association. If Franchisee demonstrates that it is unable to pay its portion of these fees, expenses or costs, then the fees, expenses or costs will be reapportioned by the arbitrator in accordance with applicable law.

Unless otherwise agreed by the parties or ordered by the arbitrator, following a party's motion for additional discovery, pre-hearing discovery in any arbitration is limited to the following: (1) production of all documents that will be introduced at the hearing; (2) production of written or recorded
statements that a party intends to introduce at the hearing; (3) production of all documents relied upon by experts who will testify at the hearing; (4) production by Franchisee of tax returns filed by Franchisee (including tax returns for a significant owner of Franchisee) for the last three (3) tax years; (5) production by Snap-on of Franchisee's statements of account balance with Snap-on for three (3) years prior to the filing of the arbitration; and (6) not more than two depositions per side.

Each party further agrees that, unless such a limitation is prohibited by applicable law, as determined by the arbitrator, a party will not be liable for punitive or exemplary damages and the arbitrator will have no authority to award the same. The award or decision by the arbitrator will be final and binding on the parties and may be enforced by judgment or order of a court of competent jurisdiction. The parties consent to the exercise of personal jurisdiction in the state where the arbitration took place. The parties consent to the exercise of personal jurisdiction over them by such courts for the purpose of carrying out this provision; and they waive any objections that they would otherwise have to the same.

The parties agree to arbitrate only controversies and disputes that are specific to Franchisee, or any person in privity with or claiming through, on behalf of or in the right of, Franchisee, and therefore Franchisee and Snap-on agree that (i) arbitration under this Section 25 will be brought on an individual basis only and may not be brought as a class or consolidated action or by way of joinder of separate parties unless all parties otherwise agree in writing, and absent such written agreement (ii) there will be no right or authority for any controversy or dispute to be brought, heard or arbitrated as a class, or consolidated action or by way of joinder of separate parties ("Class/Consolidated Action Waiver"). Notwithstanding any other provision of this Agreement or the AAA Rules, disputes regarding the validity, enforceability or breach of the Class/Consolidated Action Waiver may be resolved only by a civil court of competent jurisdiction and not by an arbitrator. No finding or stipulation of fact or law in any other arbitration shall be given preclusive or collateral estoppel effect in any arbitration hereunder. In no event shall the arbitrator have the right, power, jurisdiction or contractual authority to award any damages or relief in excess of or in addition to those damages suffered specifically by the parties to the arbitration or as otherwise provided by applicable law or this Agreement.

In any case in which (1) the dispute is filed as a class or consolidated action or by way of joinder of separate parties and (2) there is a final judicial determination that all or part of the Class/Consolidated Action Waiver is invalid or unenforceable, the class, consolidated action or joinder of separate parties to that extent must be litigated in a civil court of competent jurisdiction, but the portion of the Class/Consolidated Action Waiver that is enforceable will be enforced in arbitration.

In addition, in the event any other provision in this Section 25 is determined to be invalid or unenforceable as a matter of law, then it is the intention of the parties to this Agreement that such provision be deemed inoperative and stricken from this Agreement, and that the remainder of this Section 25, to the extent not legally invalid or unenforceable under applicable law, be enforced as written as if the invalid or unenforceable provision or provisions had not been included in this Section 25.

BY SIGNING BELOW, THE PARTIES AGREE THAT THEY ARE REQUIRED TO ARBITRATE CERTAIN DISPUTES AND CLAIMS AS SET FORTH IN THIS SECTION 25 AND ARE LIMITED IN THE MANNER IN WHICH THEY CAN SEEK RELIEF, INCLUDING THAT THEY EACH SPECIFICALLY WAIVE THEIR RIGHT TO BRING SUCH CLAIMS IN A COURT OF LAW AND TO HAVE A TRIAL BY JURY.
C. Provisional Remedies. Each party shall have the right to seek from an appropriate court provisional remedies including, but not limited to, temporary restraining orders, preliminary
injunctions or replevin orders before, during or after arbitration. Neither party need await the outcome of the arbitration or selection of an arbitrator before seeking provisional remedies. Seeking any such remedies will not be deemed to be a waiver of either party's right to compel arbitration. Any such action will be brought by Snap-on or Franchisee in the county (or similar political unit) or federal judicial district where Franchisee resides, or where any property that may be the subject of the action is located. The parties consent to the exercise of personal jurisdiction over them by courts located there and to the propriety of venue in such courts for the purpose of carrying out this provision; they waive any objections that they would otherwise have to the same; and they waive the right to have any such action decided by a jury.
26. Entire Agreement. Snap-on and Franchisee each acknowledge and warrant to each other that they wish to have all terms of this business relationship defined in this written Agreement. Neither Snap-on nor Franchisee wishes to enter into a business relationship with the other in which any terms or obligations are the subject of alleged oral statements or in which oral statements serve as the basis for creating rights or obligations different than or supplementary to the rights and obligations set forth herein. Accordingly, Snap-on and Franchisee agree that this Agreement, together with any Addendum or other documents or agreements executed by the parties contemporaneously hereto, supersede and cancel any prior and/or contemporaneous discussions (whether described as representations, inducements, promises, agreements or any other term) between Snap-on or anyone acting on its behalf and Franchisee or anyone acting on its behalf, which might be taken to constitute agreements, representations, inducements, promises or understandings (or any equivalent to such terms) with respect to the relationship between the parties, and Snap-on and Franchisee each agree that they have placed, and will place, no reliance on any such discussion. This Agreement, together with any Addendum or other documents or agreements executed by the parties in connection with the franchise, constitutes the entire agreement between the parties and contains all of the terms, conditions, rights and obligations of the parties with respect to any aspect of the relationship between the parties. No further franchise rights or offer of franchise rights have been promised to Franchisee and no such franchise rights or offer of franchise rights will come into existence, except by means of a separate writing, executed by a duly authorized person on behalf of Snap-on or such other entity granting the franchise rights and specifically identified as a modification of this Agreement. Nothing in this Agreement or any related agreement is intended to disclaim the representations made by Snap-on in the Franchise Disclosure Document provided to Franchisee. No change, modification, amendment or waiver of any of the provisions hereof will be effective and binding upon either party unless it is in writing, specifically identified as an amendment hereto and signed by the party to be charged.
27. Governing Law. Except to the extent that the Federal Arbitration Act will apply in accordance with Section 25 above, this Agreement will be governed by, and construed in accordance with, the laws of the state in which the List of Calls is located or if the List of Calls is located in more than one state, the state in which the majority of the stops on the List of Calls is located at the time this Agreement is executed, without giving effect to the choice of law provisions of such state law.
28. Effect of State Laws; Severability. In addition to severability as provided in Section 25, each article, paragraph, subparagraph, term, and condition of this Agreement, and any portions thereof, will be considered severable. If, for any reason, any portion of this Agreement is determined to be invalid, contrary to, or in conflict with, any applicable present or future law, rule, or regulation in a final, unappealable ruling issued by any arbitrator, court, agency, or tribunal with valid jurisdiction in a proceeding to which Snap-on is a party, that ruling will not impair the operation of, or have any other effect upon, any other portions of this Agreement; all of which will remain binding on the parties and continue to be given full force and effect. Any invalid portion will be deemed not to be a part of this Agreement as of the date upon which the ruling becomes final, if Franchisee is a party to such proceedings, or upon Franchisee's receipt of notice of nonenforcement from Snap-on.
29. Notices. All notices, requests, consents, or approvals required or permitted to be given hereunder will be in writing and will be deemed to be properly delivered immediately, if personally delivered, on the date of receipt if overnight delivery service is used or five (5) business days after having been sent by United States Postal Service registered or certified mail, postage prepaid, return receipt requested: (a) if to Franchisee, addressed to Franchisee at the address first above written or at such other address as Franchisee may have designated from time to time by written notice to Snap-on; and (b) if to Snap-on, addressed to Snap-on at $280180^{\text {th }}$ Street, Kenosha, Wisconsin, 53143 (marked Attention: Legal Department), or to such other address as Snap-on may have designated from time to time by written notice to Franchisee.
30. Application of Payments from Franchisee. Notwithstanding any designation by Franchisee, Snap-on will have the sole discretion to apply any payments made by Franchisee to Snap-on (including payments designated by Franchisee for any savings, retirement, stock purchase or similar type of accounts) to any indebtedness owed by Franchisee to Snap-on or any of Snap-on's affiliates.
31. Business Judgment. The parties hereto recognize, and for the purposes of applying and interpreting the agreement of the parties, any mediator, arbitrator or judge is affirmatively advised, that certain provisions of this Agreement describe the right of Snap-on to take (or refrain from taking) certain actions in the exercise of its business judgment based on its assessment of the overall best interests of the Snap-on Program. Where such discretion has been exercised, and is shown to be supported by the business judgment of Snap-on, it is agreed that neither a mediator nor an arbitrator nor a judge will substitute his or her judgment as to the overall best interests of the Snap-on Program for the business judgment which was exercised by Snap-on.
32. Representations by Franchisee. Franchisee represents, acknowledges and warrants to Snap-on that:
A. This agreement involves significant legal and business rights and risks. Franchisee has read this agreement in its entirety, has been thoroughly advised with regard to the terms and conditions of this agreement by counsel or other advisor(s) of franchisee's own choosing, has had ample opportunity to investigate all representations made by or on behalf of Snap-on, and has had ample opportunity to consult with current and former Snapon franchisees; and
B. Franchisee has not received from Snap-on any representation of franchisee's potential sales, expenses, income, profit or loss, and has not received from either Snap-on, or anyone acting on its behalf, any representation other than those contained in the franchise disclosure document as inducements to enter this agreement; and
C. Franchisee understands that Snap-on makes no express or implied warranties or representations that franchisee will achieve any degree of success in the operation of the franchise, and success in the operation of the franchise depends ultimately on franchisee's efforts and abilities and on other factors, including, but not limited to, market and other economic conditions, franchisee's financial condition, and competition; and
D. All information provided Snap-on by franchisee in connection with the approval of franchisee as a franchisee is truthful and accurate; and
E. Franchisee expressly acknowledges and agrees that Snap-on and its affiliates have the exclusive unrestricted right to sell, or license others to sell, merchandise other than products (as that term is defined in this agreement) at those locations identified on the list of calls; and
F. Franchisee also expressly acknowledges and agrees that Snap-on and its affiliates sell, or may in the future sell, products and merchandise bearing the trademarks, other trademarks owned by Snap-on or its affiliates, and other marks at locations in the geographic area near the stops described on franchisee's list of calls and elsewhere, and that nothing in this agreement will restrict Snap-on or its affiliates from so doing; and
G. Franchisee has the power and authority to enter into this agreement without the consent of any other person and that no other agreement to which franchisee is a party prohibits or in any way restricts franchisee from entering into this agreement or from complying with each and every term and condition of this agreement.
H. Franchisee understands that, in the event of an arbitrable dispute between Snapon and franchisee, the dispute, after mediation under section 25.a. will be submitted to binding arbitration under section 25.b. and that franchisee and Snap-on have waived any right to a jury trial and a judicial resolution of the dispute.

In witness whereof, the parties hereto have executed this Agreement as of $\qquad$ (the "Effective Date").

FRANCHISEE: [CORPORATE NAME]

ADDRESS:

SNAP-ON:
SNAP-ON TOOLS COMPANY LLC

By: $\qquad$

Printed Name:

Title: $\qquad$ Title: $\qquad$ Regional Manager

## EXHIBIT A

## LIST OF CALLS

## APPROVED BY: SNAP-ON TOOLS COMPANY LLC

«RegionalManager», Regional Manager

«FullName»

Date Approved
(This List of Calls will remain in effect until superseded by an approved amendment or a new List of Calls.)

## Addendum to the Snap-on Tools Company LLC Franchise Agreement For Use in California

This Addendum to the Franchise Agreement (the "Franchise Agreement") dated as of the Effective Date below, between SNAP-ON TOOLS COMPANY LLC ("Snap-on") and the undersigned Franchisee ("Franchisee") is entered into simultaneously with the execution of the Franchise Agreement.

1. Section 21.G. of the Franchise Agreement and all references to Section 21.G. are struck.
2. The California Business and Professions Code Sections 20000 through 20043 will control over any conflicting provision in this Agreement.
3. Section 25.B, the Arbitration Provision, of the Franchise Agreement is supplemented, amended and modified by adding the following voluntary agreement:

Franchisees are not employees of Snap-on and have not entered into an employment relationship with Snap-on and as such are not entitled to recover or seek any wages or assert wage claims of any kind against Snap-on. Nevertheless, in the event any claim alleging a failure by Snapon or any past or present employee, officer, director, agent or affiliate of Snap-onto comply with California or Federal wage and hours laws including any claim for a failure to comply with obligations under the: Fair Labor Standards Act (including the Equal Pay Act); California Labor Code; California Business \& Professions Code Section 17200-17210; and the California Industrial Wage Orders (hereinafter "Compensation Claim") is asserted by the Franchisee it shall be submitted to binding arbitration under the following procedures:

Any Compensation Claim will be submitted to final and binding arbitration as the sole and exclusive means for final and binding resolution of any such controversy or dispute. The only exceptions to binding arbitration shall be for claims arising under the National Labor Relations Act which are brought before the National Labor Relations Board, claims for medical and disability benefits under the California Workers' Compensation Act, claims for benefits brought before the Employment Development Department, claims for wages brought before the California Labor Commissioner, or other claims that are not subject to arbitration under law. Moreover, nothing herein shall prevent Franchisee from filing a charge or complaint with the United States Equal Employment Opportunity Commission, the California Department of Fair Employment and Housing, or any local agency that allows Franchisee to file an administrative charge or complaint. Once the agency's proceedings are completed, however, if the Franchisee wishes to pursue the matter further the Franchisee must do so under this agreement.

A party's failure or refusal to resolve the controversy or dispute through mediation under Section 25.A. will not otherwise affect either party's obligation to arbitrate the dispute or controversy under this Section 25.B. A demand for arbitration of Compensation Claims must be made in writing within the applicable statute of limitation period; otherwise, the right to any remedy will be forever barred, as provided by applicable law and determined by the arbitrator.

Notwithstanding any other provision of this Agreement, arbitration under this Section 25 will be governed exclusively by the Federal Arbitration Act as amended (9 U.S.C. §§ 1 et seg.), in conformity with the procedures of the California Arbitration Act ("Act"), which is found at California

Code of Civil Procedure section 1280 and following sections, including section 1283.05 and all of the Act's other mandatory and permissive rights to discovery. In any arbitration proceeding under this agreement, all California rules of pleading (including the right of demurrer), all rules of evidence, all rights to resolution of the dispute by means of motions for summary judgment, judgment on the pleadings, and judgment under Code of Civil Procedure Section 631.8 shall apply and be observed, unless the parties mutually agree otherwise. The arbitration will be held within Franchisee's state of residence at a place mutually convenient to the parties and the arbitrator.

At the beginning of any arbitration process under this agreement, the parties will need to select an arbitrator by mutual agreement. Such an arbitrator shall be a retired California Superior Court Judge, or another qualified and impartial person mutually selected by the Parties. In the even the Parties cannot agree on the selection of an arbitrator, they will mutually select an alternative dispute resolution provider and request from that provider a list of an odd number of potential arbitrators. From that list the Parties will alternatively strike arbitrators, with Snap-on going first, until one arbitrator is left. That arbitrator shall be the arbitrator who will hear the case. If the Parties cannot agree on an alternative dispute resolution provider, an arbitrator will be appointed according to law.

The arbitrator shall have the immunity of a judicial officer from civil liability when acting in the capacity of an arbitrator, which immunity supplements any other existing immunity. Likewise, all communications during or in connection with the arbitration proceedings are privileged in accordance with California Civil Code Section 47(b). The arbitrator's award(s) shall include the arbitrator's written reasoned opinion. Resolution of all disputes shall be based solely upon the law governing the claims and defenses pleaded, and the arbitrator may not invoke any basis (including but not limited to, notions of "just cause") other than such controlling law.

Snap-on will pay the arbitrator's fees and other costs relating to the arbitration forum but the Parties will be responsible for their own costs and for their own attorneys' fees should they choose to be represented by counsel, unless the arbitrator shifts one party's costs and attorneys' fees to the other party in accordance with applicable law.

The award or decision by the arbitrator will be final and binding on the Parties and may be enforced by judgment or order of a court of competent jurisdiction. The Parties consent to the exercise of personal jurisdiction in the state where the arbitration took place. The Parties consent to the exercise of personal jurisdiction over them by such courts for the purpose of carrying out this provision; and they waive any objections that they would otherwise have to the same.

The Parties agree to arbitrate only Compensation Claims that are specific to Franchisee, or any person in privity with or claiming through, on behalf of or in the right of, Franchisee, and therefore Franchisee and Snap-on agree that (i) arbitration under this Section 25 will be brought on an individual basis only and may not be brought as a class or consolidated action or by way of joinder of separate parties unless all parties otherwise agree in writing, and absent such written agreement (ii) there will be no right or authority for any controversy or dispute to be brought, heard or arbitrated as a class, or consolidated action or by way of joinder of separate parties ("Class/Consolidated Action Waiver"). Notwithstanding any other provision of this Agreement or the rules of any arbitration provider selected by the parties, disputes regarding the validity, enforceability or breach of the Class/Consolidated Action Waiver may be resolved only by a civil court of competent jurisdiction and not by an arbitrator. No finding or stipulation of fact or law in any other arbitration shall be given preclusive or collateral estoppel effect in any arbitration hereunder. In no event shall the arbitrator have the right, power, jurisdiction or contractual authority to award any damages or relief in excess of or in addition to those damages suffered specifically by the parties to the arbitration or as otherwise provided by applicable law or this Agreement.

Representative actions for civil penalties filed under the California Private Attorney General Act ("PAGA") are included and covered by the Class/Consolidated Action Waiver and may only be brought in an individual capacity if doing so is permitted by applicable law. If applicable law does not permit PAGA claims to be compelled into individual arbitrations then the PAGA claim shall be severed and stayed until the completion of the arbitration of the individual claims.

In any case in which (1) the dispute is filed as a class or consolidated or PAGA action or by way of joinder of separate parties and (2) there is a final judicial determination that all or part of the Class/Consolidated Action Waiver is invalid or unenforceable, the class, consolidated, or PAGA action or joinder of separate parties to that extent must be litigated in a civil court of competent jurisdiction, but the portion of the Class/Consolidated Action Waiver that is enforceable will be enforced in arbitration.

In addition, in the event any other provision in this Section 25 is determined to be invalid or unenforceable as a matter of law, then it is the intention of the parties to this Agreement that such provision be deemed inoperative and stricken from this Agreement, and that the remainder of this Section 25 , to the extent not legally invalid or unenforceable under applicable law, be enforced as written as if the invalid or unenforceable provision or provisions had not been included in this Section 25.
4. Except as expressly modified by this Addendum, the Franchise Agreement remains unmodified and in full force and effect.

IN WITNESS WHEREOF, the parties hereto have executed this Addendum effective as of (the "Effective Date"), and expressly agree to supplement, amend, and modify the Franchise Agreement pursuant to the terms of this Addendum. The parties affirm that the decision to enter into this amendment is voluntary and not mandated as a condition of securing the franchise.

## FRANCHISEE:

SNAP-ON TOOLS COMPANY LLC
[CORPORATE NAME]
By:
By:
Printed Name \& Title:
Printed Name \& Title:

# Addendum to the Snap-on Tools Company LLC Franchise Agreement For Use in Hawaii 

This Addendum to the Franchise Agreement (the "Franchise Agreement") dated as of the effective date below, between SNAP-ON TOOLS COMPANY LLC ("Snap-on") and the undersigned Franchisee ("Franchisee") is entered into simultaneously with the execution of the Franchise Agreement.

1. Section $18 . E$ is hereby replaced in its entirety with the following:
E. Snap-on's Right of First Refusal. If Franchisee and all owners desire to sell, transfer or assign all stock or membership interest in a Franchisee or all of the assets of the franchise business and enters into a bona fide agreement with a third-party buyer, Franchisee shall deliver a true and complete copy of the same to Snap-on. Snap-on shall have the right to purchase such interest by paying Franchisee and owners, if applicable, an amount equal to the current value of the purchase price agreed to between Franchisee and owners, if applicable, and the third-party buyer. Snap-on may accept an offer at any time within thirty (30) days after receipt. This time period begins upon Franchisee's delivery of all information and documentation requested by Snap-on from Franchisee necessary to evaluate the offer and the sale of a Franchisee or assets of the franchise business, including an enforceable contract to purchase all of a Franchisee or the assets of the franchise business. If Snap-on accepts any such offer, it shall be entitled to offset against the purchase price paid any monies owed by Franchisee to Snap-on, Snap-on Credit or their subsidiaries and affiliates.

If Snap-on does not advise Franchisee of its reason for rejecting such sale, transfer or assignment or does not advise Franchisee of its acceptance of the offer within the specified thirty (30) day period then Franchisee and owners, if applicable, may sell, transfer or assign all of their interest in a Franchisee or the assets of the franchise business, but not at a lower price, nor on more favorable terms, than those presented to Snap-on. Franchisee's failure to close any approved sale within 120 days following Franchisee's receipt of a statement acknowledging Snapon's receipt of an enforceable contract to purchase, as well as any information and documentation requested by Snap-on from Franchisee necessary to evaluate the offer will immediately revive Snap-on's right of first refusal.
2. Section 21.G. is hereby replaced in its entirety with the following:
G. Snap-on shall repurchase from Franchisee all Products purchased by Franchisee from Snap-on that are delivered to Snap-on within fifteen (15) days after termination of this Agreement. The purchase price for all Products in new, unused and saleable condition (as determined by Snap-on in its reasonable business judgment) shall be the price Snap-on charged Franchisee at the time of purchase for such items. The purchase price for Products that are not in new, unused and saleable condition or that were specially made or ordered for Franchisee or specified customers shall be a price separately negotiated with Franchisee. Snap-on shall be entitled to offset against the monies payable to Franchisee for repurchase of any Products all monies owed to Snap-on (or any subsidiaries or affiliates of Snap-on) by Franchisee, including for up to sixty (60) days: (i) any unpaid Open Account amounts; and (ii) Franchisee's obligations under Extended Credit Contracts assigned to Snap-on (or any subsidiaries or affiliates of Snap-on) by

Franchisee, as provided in the Franchisee Servicing Agreement between Franchisee and Snapon Credit (Snap-on may offset amounts due Snap-on Credit and remit same to Snap-on Credit).
3. Except as expressly modified by this Addendum, the Franchise Agreement remains unmodified and in full force and effect.

IN WITNESS WHEREOF, the parties hereto have executed this Addendum effective as of (the "Effective Date").

## FRANCHISEE:

[CORPORATE NAME]
By:
Printed Name \& Title: $\qquad$

## SNAP-ON TOOLS COMPANY LLC

$\mathrm{By}:$
Printed Name \& Title: $\qquad$

## Addendum to the Snap-on Tools Company LLC Franchise Agreement <br> For Use in Illinois

This Addendum to the Franchise Agreement (the "Franchise Agreement") dated as of the Effective Date below, between SNAP-ON TOOLS COMPANY LLC ("Snap-on") and the undersigned Franchisee ("Franchisee") is entered into simultaneously with the execution of the Franchise Agreement.

1. Sections 32.B. and 32.C. are hereby deleted. Pursuant to Illinois Revised Statutes, Chapter 815, Act 705, Section 41 any condition, stipulation or provision purporting to bind Franchisee to waive compliance with any provision of the Illinois Franchise Disclosure Act is void. Franchisee is not prevented from entering into a settlement agreement or executing a general release regarding a potential or actual lawsuit filed under any of the provisions of the Illinois Franchise Disclosure Act, nor from arbitrating any claim pursuant to the provisions of Title 9 of the United States Code.
2. Section 25.B. is amended to include the following additional provisions: Snap-on and Franchisee acknowledge that (1) they are entering into this Franchise Agreement (with arbitration provisions) knowingly and voluntarily; (2) this Franchise Agreement (with arbitration provisions) is supported by bargained-for consideration; (3) Snap-on, Franchisee, and any person acting in privity of Snap-on or Franchisee (or claiming to do so), their officers, their directors, and their agents retain the right to report any good faith allegation of a purported violation of Article 2 of the Illinois Human Rights Act, Title VII of the Civil Rights Act of 1964, or other related state or federal rule or law that is enforced by the Illinois Department of Human Rights or Equal Employment Opportunity Commission to the appropriate federal, state, or local government agency enforcing discrimination laws; (4) Snap-on, Franchisee, and any person acting in privity of Snap-on or Franchisee (or claiming to do so), their officers, their directors, and their agents retain the right to report any good faith allegation of criminal conduct to any appropriate federal, state, or local official; (5) Snap-on, Franchisee, and any person acting in privity of Snap-on or Franchisee (or claiming to do so), their officers, their directors, and their agents retain the right to participate in a proceeding with any appropriate federal, state, or local government agency enforcing discrimination laws; (6) Snap-on, Franchisee, and any person acting in privity of Snap-on or Franchisee (or claiming to do so), their officers, their directors, and their agents retain the right to make any truthful statements or disclosures required by law, regulation, or legal process; and (7) Snap-on, Franchisee, and any person acting in privity of Snap-on or Franchisee (or claiming to do so), their officers, their directors, and their agents retain the right to request or receive confidential legal advice.
3. Except to the extent the Franchise Agreement is expressly amended by this Addendum, the Franchise Agreement remains unmodified and in full force and effect.

IN WITNESS WHEREOF, the parties hereto have executed this Addendum effective as of (the "Effective Date").

## FRANCHISEE:

[CORPORATE NAME]
By: $\qquad$
Printed Name \& Title: $\qquad$

## SNAP-ON TOOLS COMPANY LLC

By: $\qquad$
Printed Name \& Title: $\qquad$

## Addendum to the Snap-on Tools Company LLC Franchise Agreement For Use in Maryland

This Addendum to the Franchise Agreement (the "Franchise Agreement") dated as of the Effective Date below, between SNAP-ON TOOLS COMPANY LLC ("Snap-on") and the undersigned Franchisee ("Franchisee") is entered into simultaneously with the execution of the Franchise Agreement.

1. Section 27 is amended by adding the following at the end of the Section: "This Section shall not be considered a release, assignment, novation, waiver or estoppel by Franchisee of the liability of any person under the Maryland Franchise Registration Law, Md. Code Ann., Bus. Reg. §14-201 et seq."
2. Except to the extent the Franchise Agreement is expressly amended by this Addendum, the Franchise Agreement remains unmodified and in full force and effect.

IN WITNESS WHEREOF, the parties hereto have executed this Addendum effective as of
$\qquad$ (the "Effective Date").

FRANCHISEE:
SNAP-ON TOOLS COMPANY LLC
[CORPORATE NAME]

By: $\qquad$ $\mathrm{By}:$ $\qquad$
Printed Name \& Title: $\qquad$ Printed Name \& Title: $\qquad$

# Addendum to the Snap-on Tools Company LLC Franchise Agreement For Use in Massachusetts 

This Addendum to the Franchise Agreement (the "Franchise Agreement") dated as of the Effective Date below, between SNAP-ON TOOLS COMPANY LLC ("Snap-on") and the undersigned Franchisee ("Franchisee") is entered into simultaneously with the execution of the Franchise Agreement.

1. Section 25.B, the Arbitration Provision, of the Franchise Agreement is supplemented, amended and modified by adding the following voluntary language:

Any controversy or dispute arising out of or relating to this Agreement, the franchise business or Franchisee's relationship with Snap-on, including but not limited to, any claim by Franchisee, or any person in privity with or claiming through, on behalf of, or in the right of Franchisee, concerning the entry into, performance under, nonrenewal of, or termination of, this Agreement shall be resolved exclusively through final and binding private arbitration as set forth herein. Persons in privity with or claiming through, on behalf of, or in the right of Franchisee include, but are not limited to, spouses and other family members, heirs, executors, representatives, shareholders, members, successors, and assigns. In no event will persons in privity include other Snap-on franchisees who have signed separate franchise agreements with Snap-on.

Without limitation of the foregoing, any and all claims, rights, suits in tort or contract of or relating to, arising out of, based on, or connected with the following shall be subject to final and binding private arbitration as set forth in this Agreement:
(i) compensation, salary, wages, tips, bonuses and/or commissions, including but not limited to any claim under applicable state and/or federal statutes, including but not limited to, the Massachusetts Wage Act, Mass. Gen. Laws c. 149, § 148, et seq.; the Massachusetts Overtime Law, Mass. Gen. Laws. C. 151, § 1, et seq.; the federal Fair Labor Standards Act (FLSA); and/or related applicable state and federal laws and regulations, each as may be amended from time to time; and/or
(ii) enforcement or breach of an oral or written contract, misrepresentation, defamation and interference with prospective economic advantage, interference with contract, intentional and negligent infliction of emotional distress, negligence, breach of the covenant of good faith and fair dealing; and/or
(iii) unlawful employment discrimination of any kind, including discrimination due to age, gender, religion, sexual orientation, gender identity, disability, medical condition, race, national origin, or any protected class under applicable state or federal law, harassment or sexual harassment, including but not limited to, any claim under applicable state and/or federal statutes, including but not limited to, Mass. Gen. Laws c. 151B, Title VII of the Civil Rights Act of 1964, and/or related applicable state and federal laws and regulations, each as may be amended from time to time; and/or
(iv) claims for violations of any federal, state, local, or other governmental law, statute, regulation, or ordinance; and/or
(v) any claim, dispute, and/or controversy relating to the scope, validity, or enforceability of this Agreement.

The only exception to the requirement of binding arbitration shall be for claims arising under the National Labor Relations Act, which are brought before the National Labor Relations Board, claims for unemployment compensation benefits, claims for medical and disability benefits under the state workers' compensation law, or as may otherwise be required by state or federal law. Moreover, nothing herein shall prevent Franchisee from filing a charge or complaint with the United States Equal Employment Opportunity Commission, the Massachusetts Commission Against Discrimination, the Massachusetts Attorney General, or other applicable state or federal government authority that allows Franchisee to file an administrative charge or complaint. Once the agency's proceedings are completed, however, if the Franchisee wishes to pursue the matter further the Franchisee must do so under this Agreement.

A party's failure or refusal to resolve the controversy or dispute through mediation under Section 25.A. will not otherwise affect either party's obligation to arbitrate the dispute or controversy under this Section 25.B. A demand for arbitration must be made in writing within the applicable statute of limitation period; otherwise, the right to any remedy will be forever barred, as provided by applicable law and as determined by the arbitrator.

Notwithstanding any other provision of this Agreement, arbitration under this Section 25 will be governed exclusively by the Federal Arbitration Act as amended (9 U.S.C. §§ 1 et seg.), and arbitration will take place according to the Commercial Arbitration Rules of the American Arbitration Association ("AAA Rules") in effect as of the date the demand for arbitration is filed. The AAA Rules may be found on the American Arbitration Association's web site at www.adr.org or by searching for those rules using a service such as www.google.com. The arbitration will be held at the office of the American Arbitration Association nearest the Snap-on Regional Sales Office to which Franchisee was assigned most recently prior to the demand for arbitration; provided, however, if such office is outside the state in which the Franchisee resides, Franchisee may cause the arbitration to be held within Franchisee's state of residence at a place mutually convenient to the parties and the arbitrator.

The arbitration will proceed before a single arbitrator. The arbitrator will be chosen in accordance with the AAA Rules. If the amount claimed by the party filing for arbitration both in the original demand for arbitration and in any amendment is less than Seventy-five Thousand Dollars (\$75,000.00), Snap-on will pay the fees and expenses of the arbitrator and filing fees and costs charged by the American Arbitration Association up to a maximum of Seven Thousand Five Hundred Dollars (\$7,500.00). Any amount in excess of Seven Thousand Five Hundred Dollars $(\$ 7,500.00)$ will be split equally by the parties. If the amount of the claim filed either in the original demand for arbitration or by amendment is for Seventy-five Thousand Dollars ( $\$ 75,000.00$ ) or more, the parties agree to split equally the fees and expenses of the arbitrator and the filing fees and costs charged by the American Arbitration Association. If Franchisee demonstrates that it is unable to pay its portion of these fees, expenses or costs, then the fees, expenses or costs will be reapportioned by the arbitrator in accordance with applicable law.

Unless otherwise agreed by the parties or ordered by the arbitrator, following a party's motion for additional discovery, pre-hearing discovery in any arbitration is limited to the following: (1) production of all documents that will be introduced at the hearing; (2) production of written or recorded statements that a party intends to introduce at the hearing; (3) production of all documents relied upon by experts who will testify at the hearing; (4) production by Franchisee of
tax returns filed by Franchisee (including tax returns for a significant owner of Franchisee) for the last three (3) tax years; (5) production by Snap-on of Franchisee's statements of account balance with Snap-on for three (3) years prior to the filing of the arbitration; and (6) not more than two depositions per side.

Each party further agrees that, unless such a limitation is prohibited by applicable law, as determined by the arbitrator, a party will not be liable for punitive or exemplary damages and the arbitrator will have no authority to award the same. The arbitrator shall have exclusive authority to resolve any dispute and shall be permitted to award those remedies that are available under applicable law. The award or decision by the arbitrator will be final and binding on the parties and may be enforced by judgment or order of a court of competent jurisdiction. The parties consent to the exercise of personal jurisdiction in the state where the arbitration took place. The parties consent to the exercise of personal jurisdiction over them by such courts for the purpose of carrying out this provision; and they waive any objections that they would otherwise have to the same.

Arbitration of any and all claims and disputes covered by this Agreement shall be submitted and conducted on an individual basis, not a class, collective, or representative basis, and any arbitrable claims or on-going arbitrations between the parties cannot be consolidated with disputes of any third party. No party shall have any right to assert, submit, or pursue any claims subject to this Agreement as, for, or on behalf of a class, and there shall be no joinder or consolidation of parties, nor may an arbitrator order joinder or consolidation of cases or parties ("Class/Consolidated Action Waiver"). Notwithstanding any other provision of this Agreement or the AAA Rules, disputes regarding the validity, enforceability or breach of the Class/Consolidated Action Waiver may be resolved only by a civil court of competent jurisdiction and not by an arbitrator. No finding or stipulation of fact or law in any other arbitration shall be given preclusive or collateral estoppel effect in any arbitration hereunder. In no event shall the arbitrator have the right, power, jurisdiction, or contractual authority to award any damages or relief in excess of or in addition to those damages suffered specifically by the parties to the arbitration or as otherwise provided by applicable law or this Agreement.

In any case in which (1) the dispute is filed as a class or consolidated action or by way of joinder of separate parties, and (2) there is a final judicial determination that all or part of the Class/Consolidated Action Waiver is invalid or unenforceable, the class, consolidated action or joinder of separate parties to that extent must be litigated in a civil court of competent jurisdiction, but the portion of the Class/Consolidated Action Waiver that is enforceable will be enforced in arbitration.

In addition, in the event any other provision in this Section 25 is determined to be invalid or unenforceable as a matter of law, then it is the intention of the parties to this Agreement that such provision be deemed inoperative and stricken from this Agreement, and that the remainder of this Section 25, to the extent not legally invalid or unenforceable under applicable law, be enforced as written as if the invalid or unenforceable provision or provisions had not been included in this Section 25.

BY AGREEING TO THIS BINDING ARBITRATION PROVISION, THE PARTIES AGREE TO GIVE UP THEIR RIGHT TO TRIAL BY JURY OF ANY INDIVIDUAL, CLASS, COLLECTIVE, OR REPRESENTATIVE ACTION OR OTHER CLAIM EITHER MAY HAVE AGAINST THE OTHER, EXCEPT AS EXPRESSLY PROVIDED HEREIN.
2. Except as expressly modified by this Addendum, the Franchise Agreement remains unmodified and in full force and effect.

IN WITNESS WHEREOF, the parties hereto have executed this Addendum effective as of (the "Effective Date") and expressly agree to supplement, amend, and modify the Franchise Agreement pursuant to the terms of this Addendum.

## FRANCHISEE:

[CORPORATE NAME]
$B y$ :
Printed Name \& Title: $\qquad$ Printed Name \& Title:

## Addendum to the Snap-on Tools Company LLC Franchise Agreement For Use in Minnesota

This Addendum to the Franchise Agreement (the "Franchise Agreement") dated as of the Effective Date below, between SNAP-ON TOOLS COMPANY LLC ("Snap-on") and the undersigned Franchisee ("Franchisee") is entered into simultaneously with the execution of the Franchise Agreement.

1. The provisions of Minnesota Statutes Section 80C.14, Subdivision 3, 4, and 5 require, except in certain cases, that a franchisee be given 90 days notice of termination (with 60 days to cure) of the Franchise Agreement. Therefore, these provisions shall apply to Minnesota franchisees.
2. The Minnesota Department of Commerce requires that franchisors indemnify Minnesota franchisees against liability to third parties resulting from claims by third parties that the Franchisee's use of Snap-on's trademarks infringes trademark rights of the third party. Therefore, Snap-on will indemnify Minnesota franchisees from these claims, provided that the franchisee gives notice to Snap-on of any such claim within ten (10) days and tenders to Snapon defense of the claim and management of the defense, including, but not limited to, the right to compromise, settle, or otherwise resolve the claim and to decide whether to appeal any determination including the claim.
3. The sections of the Franchise Agreement covering governing law, jurisdiction and venue and choice of forum are hereby amended to include the following language required by the State of Minnesota:
"Pursuant to Minn. Stat. 80C. 21 and Minn. Rule 2860.4400J, this section shall not in any way abrogate or reduce any rights of the Franchisee as provided for in Minnesota Statutes, Chapter 80C."
4. Except to the extent the Franchise Agreement is expressly amended by this Addendum, the Franchise Agreement remains unmodified and in full force and effect.

IN WITNESS WHEREOF, the parties hereto have executed this Addendum effective as of
$\qquad$ (the "Effective Date").

## FRANCHISEE:

## SNAP-ON TOOLS COMPANY LLC

[CORPORATE NAME]
By: $\qquad$
Printed Name \& Title: By:

Printed Name \& Title: $\qquad$

## Addendum to the Snap-on Tools Company LLC Franchise Agreement For Use in New York

This Addendum to the Franchise Agreement (the "Franchise Agreement") dated as of the Effective Date below, between SNAP-ON TOOLS COMPANY LLC ("Snap-on") and the undersigned Franchisee ("Franchisee") is entered into simultaneously with the execution of the Franchise Agreement.

1. Section 27 is amended by adding the following at the end of the Section: "This Section shall not be considered a waiver of any right conferred upon Franchisee by the provisions of Article 33 of the New York State General Business Law and the regulations issued thereunder."
2. Except to the extent the Franchise Agreement is expressly amended by this Addendum, the Franchise Agreement remains unmodified and in full force and effect.

IN WITNESS WHEREOF, the parties hereto have executed this Addendum effective as of
$\qquad$ (the "Effective Date").

FRANCHISEE:
[CORPORATE NAME]

## SNAP-ON TOOLS COMPANY LLC

By:
Printed Name \& Title: $\qquad$

## Addendum to the Snap-on Tools Company LLC Franchise Agreement <br> For Use in North Carolina

This Addendum to the Franchise Agreement (the "Franchise Agreement") dated as of the Effective Date below, between SNAP-ON TOOLS COMPANY LLC ("Snap-on") and the undersigned Franchisee ("Franchisee") is entered into simultaneously with the execution of the Franchise Agreement.

The following information is required to be included in this Agreement by North Carolina law:

1. Snap-on's agent in North Carolina authorized to receive service of process is: North Carolina Secretary of State, 2 South Salisbury Street, Raleigh, North Carolina, 27601-2903.
2. The approximate delivery date for Franchisee's initial inventory of Products shall be no later than thirty (30) days after Franchisee places the order for the initial inventory with Snap-on.

IN WITNESS WHEREOF, the parties hereto have executed this Addendum effective as of
$\qquad$ (the "Effective Date").

FRANCHISEE:
[CORPORATE NAME]

By:
Printed Name \& Title: $\qquad$

SNAP-ON TOOLS COMPANY LLC

By:
Printed Name \& Title: $\qquad$

# Addendum to the Snap-on Tools Company LLC Franchise Agreement For Use in North Dakota 

This Addendum to the Franchise Agreement (the "Franchise Agreement") dated the Effective Date below, between SNAP-ON TOOLS COMPANY LLC ("Snap-on") and the undersigned Franchisee ("Franchisee") is entered into simultaneously with the execution of the Franchise Agreement.

1. The North Dakota Securities Commissioner mandates that a North Dakota franchisee are only subject to covenants not to compete under certain conditions. Therefore, notwithstanding Section 22 of the Franchise Agreement, Snap-on will enforce Section 22 when the conditions of N.D. Cent. Code § 09-08-06 are met.
2. The North Dakota Securities Commissioner mandates that North Dakota franchisees may not be required to consent to the jurisdiction of courts outside of North Dakota. Therefore, notwithstanding Section 25.C. of this Agreement, Snap-on will only bring an action against a North Dakota franchisee in a court within the jurisdiction of the State of North Dakota.
3. The North Dakota Securities Commissioner has held that waiver of trial by jury may not be enforceable. Therefore, notwithstanding Section 25.C, Snap-on will not require the waiver of trial by jury.
4. The North Dakota Securities Commissioner mandates that a North Dakota franchise agreement be governed by the laws of North Dakota. Therefore, notwithstanding Section 27 of the Franchise Agreement, the governing law of this Agreement shall be the laws of the State of North Dakota, except to the extent that the Federal Arbitration Act shall apply in accordance with Section 25 of the Franchise Agreement.
5. Except to the extent the Franchise Agreement is expressly amended by this Addendum, the Franchise Agreement remains unmodified and in full force and effect.

IN WITNESS WHEREOF, the parties hereto have executed this Addendum effective as of
$\qquad$ (the "Effective Date").

## FRANCHISEE:

SNAP-ON TOOLS COMPANY LLC
[CORPORATE NAME]

By :
Printed Name \& Title: $\qquad$

By:
Printed Name \& Title:

## Addendum to the Snap-on Tools Company LLC Franchise Agreement For Use in Washington

This Addendum to the Franchise Agreement (the "Franchise Agreement") dated as of the Effective Date below, between SNAP-ON TOOLS COMPANY LLC ("Snap-on") and the undersigned Franchisee ("Franchisee") is entered into simultaneously with the execution of the Franchise Agreement.

1. Section 20.B.(9) is hereby amended to read as follows:
(9) If Franchisee has received three (3) or more notices of default within the previous twelve (12) months, Snap-on shall be entitled to send Franchisee a notice of termination upon the next default of Franchisee under this Section 20.B. without providing Franchisee an opportunity to correct the default; or
2. In any arbitration involving a franchise purchased in Washington, the arbitration site shall be either in the State of Washington, or in a place mutually agreed upon at the time of the arbitration, or as determined by the arbitrator.
3. In the event of a conflict of laws, the provisions of the Washington Franchise Investment Protection Act, Chapter 19.100 RCW shall prevail.
4. The Washington Franchise Investment Protection Act, Chapter 19.100.220.(2) RCW provides as follows:
"(2) Any agreement, condition, stipulation or provision, including a choice of law provision, purporting to bind any person to waive compliance with any provision of this chapter or any rule or order hereunder is void. A release or waiver executed by any person pursuant to a negotiated settlement in connection with a bona fide dispute between a franchisee and a franchisor, arising after their franchise agreement has taken effect, in which the person giving the release or waiver is represented by independent legal counsel, is not an agreement prohibited by this subsection."
5. Provisions such as those which unreasonably restrict or limit the statute of limitations period for claims under the Act, rights or remedies under the Act such as a right to a jury trial may not be enforceable.
6. Transfer fees are collectable to the extent that they reflect the franchisor's reasonable estimated or actual costs in effecting a transfer.
7. Except as expressly modified by this Addendum, the Franchise Agreement remains unmodified and in full force and effect.

IN WITNESS WHEREOF, the parties hereto have executed this Addendum effective as of
$\qquad$ (the "Effective Date").

## FRANCHISEE:

[CORPORATE NAME]

## SNAP-ON TOOLS COMPANY LLC

By: $\qquad$
Printed Name \& Title: $\qquad$
By:
Printed Name \& Title:

## APPENDIX I.1.B

## OWNER'S GUARANTY OF FRANCHISEE'S OBLIGATIONS

In consideration of, and as an inducement to the execution of that certain Franchise Agreement of even date herewith (the "Franchise Agreement") by Snap-on Tools Company, LLC ("Snap-on"), the undersigned Guarantor (the "Guarantor") hereby personally and unconditionally (1) guarantees to Snap-on and its affiliates and their respective successors and assigns, for the term of the Franchise Agreement and thereafter as provided in the Franchise Agreement, that the Franchisee (defined below) will punctually pay and perform each and every undertaking, agreement and covenant set forth in the Franchise Agreement and other agreements between Franchisee and Snap-on or its affiliates and (2) agrees personally to be bound by, and personally liable for the breach of, each and every provision in the Franchise Agreement and all other agreements between Franchisee and Snap-on or its affiliates, including but not limited to, the punctual payment of all amounts owed to Snap-on and its affiliates, to the same extent as if the Guarantor directly entered into the Franchise Agreement and other agreements with Snap-on or its affiliates. Guarantor hereby waives:
(1) acceptance and notice of acceptance by Snap-on and its affiliates of the foregoing undertakings;
(2) notice of demand for payment of any indebtedness or nonperformance of any obligations hereby guaranteed;
(3) protest and notice of default to any party with respect to the indebtedness or nonperformance of any obligations hereby guaranteed;
(4) any right Guarantor may have to require that an action be brought against Franchisee or any other person as a condition of liability; and
(5) any and all other notices and legal or equitable defenses to which Guarantor may be entitled.

Guarantor consents and agrees that:
(1) Guarantor's direct and immediate liability under this guaranty will be joint and several;
(2) Guarantor will render any payment or performance required under the Franchise Agreement upon demand if Franchisee fails or refuses punctually to do so;
(3) such liability will not be contingent or conditioned upon pursuit by Snap-on or its affiliates of any remedies against Franchisee or any other person;
(4) such liability will not be diminished, relieved or otherwise affected by any amendment or modification to the Franchise Agreement or by any extension of time, credit or other indulgence which Snap-on or its affiliates may from time to time grant to Franchisee or to any other person, including, without limitation, the acceptance of any partial payment or performance or the compromise or release of any claims, none of which will in any way modify or amend the term of this guaranty, which will be continuing and irrevocable during the term of the Franchise Agreement, including any extensions or renewals of the Franchise Agreement.

GUARANTOR HEREBY AGREES THAT ANY DISPUTES ARISING UNDER OR RELATING TO THIS GUARANTY OR TO THE FRANCHISE AGREEMENT WILL BE RESOLVED BY FINAL AND BINDING ARBITRATION CONDUCTED ACCORDING TO THE PROVISIONS SET FORTH IN SECTION 25 OF THE FRANCHISE AGREEMENT, WHICH ARE HEREBY INCORPORATED BY REFERENCE AS IF SET FORTH IN FULL, AND THAT ALL PROVISIONS OF THE FRANCHISE AGREEMENT RELATING TO ENFORCEMENT OF OBLIGATIONS OF ANY PARTY THERETO WILL LIKEWISE APPLY TO ENFORCEMENT OF THE OBLIGATIONS UNDER THIS GUARANTY AGREEMENT, TO THE SAME EXTENT AS IF THE GUARANTOR WERE THE FRANCHISEE UNDER THE FRANCHISE AGREEMENT.

IN WITNESS WHEREOF, the undersigned has hereunto affixed his signature, on the same day and year as the Franchise Agreement was executed.
"Franchisee" is $\qquad$ .

## PERCENTAGE OF OWNERSHIP

GUARANTOR(S) INTERESTS IN FRANCHISEE

# ADDENDUM TO SNAP-ON TOOLS <br> FRANCHISE AGREEMENT <br> (Renewal Franchise) 

THIS ADDENDUM TO SNAP-ON TOOLS FRANCHISE AGREEMENT ("Addendum") amends that certain Franchise Agreement (the "Franchise Agreement") dated as of the Effective Date below, between SNAP-ON TOOLS COMPANY LLC ("Snap-on"), and the undersigned Franchisee ("Franchisee").

The Franchise Agreement is hereby amended as follows:

1. Section 2 of the Franchise Agreement is deleted and the following substituted as Section 2:
"Initial Term. The term of this Agreement and the franchise granted by this Agreement shall be five (5) years from the Effective Date unless sooner terminated according to Sections 19 or 20 of this Agreement."
2. Section 3 of the Franchise Agreement is deleted and the following substituted as Section 3:
"Renewal. Franchisee has no further option to renew this Agreement, provided however:
A. After expiration of the term of this Agreement and the franchise granted by this Agreement, Snap-on may, but has no obligation to offer Franchisee one additional five (5) year term on terms and conditions then being offered to other renewing franchisees, which will include the Franchisee and its owners executing a general release in a form satisfactory to Snap-on.
B. If applicable law requires a standard of renewal, this Agreement will be deemed amended to conform to the minimum standard required by such applicable law or regulation. Snap-on intends to deliver any required notice and this Agreement will remain in effect on a month-to-month basis only until Franchisee has received such required notice."
3. Section 4.A of the Franchise Agreement is deleted and the following substituted as Section 4.A:
"Initial License Fee. Franchisee has paid an Initial License Fee of Eight Thousand Dollars (\$8,000.00). The Initial License Fee was paid in consideration of Snap-on initially granting this franchise, it was fully earned at the time paid, and it is not refundable for any reason."
4. Section 7.C of the Franchise Agreement is deleted and of no force or effect.
5. Section 8.H of the Franchise Agreement is modified by deleting the sentence "Snap-on will initially provide Franchisee, without cost to Franchisee, with a technology package including computer hardware and printer meeting the current specifications of the Snap-on Program."
6. Except as provided above, all other terms of the Franchise Agreement will remain in full force and effect. If the terms of this Addendum conflict with the Franchise Agreement, the terms of this Addendum will govern. All terms not defined herein will have the same meaning as in the Franchise Agreement. This Addendum will inure to the benefit of and be binding upon the parties hereto and their respective successors and assigns.

IN WITNESS WHEREOF, the parties have executed this Addendum as of $\qquad$ (the "Effective Date") of the Franchise Agreement.

## FRANCHISEE:

[CORPORATE NAME]

By: $\qquad$
Printed Name \&Title: $\qquad$
By: $\qquad$
Printed Name \& Title: $\qquad$

## APPENDIX I.1.C. 2

## ADDENDUM TO SNAP-ON TOOLS <br> FRANCHISE AGREEMENT <br> (Transfer Franchise)

THIS ADDENDUM TO SNAP-ON TOOLS FRANCHISE AGREEMENT ("Addendum") amends that certain Franchise Agreement (the "Franchise Agreement") as of the Effective Date below, between SNAP-ON TOOLS COMPANY LLC ("Snap-on"), and the undersigned Franchisee ("Franchisee").

The Franchise Agreement is hereby amended as follows:

1. Section 4.A of the Franchise Agreement is deleted and the following substituted as Section 4.A:
"Initial License Fee. Franchisee has paid an Initial License Fee of Ten Thousand Dollars (\$12,000.00). The Initial License Fee was paid in consideration of Snap-on initially granting this franchise, it was fully earned at the time paid, and it is not refundable for any reason."
2. Except as provided above, all other terms of the Franchise Agreement will remain in full force and effect. If the terms of this Addendum conflict with the Franchise Agreement, the terms of this Addendum will govern. All terms not defined herein will have the same meaning as in the Franchise Agreement. This Addendum will inure to the benefit of and be binding upon the parties hereto and their respective successors and assigns.

IN WITNESS WHEREOF, the parties have executed this Addendum as of the Effective Date of the Franchise Agreement.

FRANCHISEE:
[CORPORATE NAME]

By:
Printed Name \& Title: $\qquad$
By:
Printed Name \& Title:

## APPENDIX I.1.C. 3

# ADDENDUM TO SNAP-ON TOOLS <br> FRANCHISE AGREEMENT <br> (Additional Franchise) 

THIS ADDENDUM TO SNAP-ON TOOLS FRANCHISE AGREEMENT FOR ADDITIONAL FRANCHISE ("Addendum") amends that certain Franchise Agreement (the "Franchise Agreement") as of the Effective Date below, between SNAP-ON TOOLS COMPANY LLC ("Snapon"), and the undersigned Franchisee ("Franchisee").

The Franchise Agreement is hereby amended as follows:

1. Snap-on to Provide Inventory. Subject to the requirements in Paragraph 2 of this Addendum, Snap-on will provide Franchisee, without cost to Franchisee, with inventory, having a franchisee cost of \$20,000.00 (the "Inventory Incentive") to be used as a portion of the initial inventory requirement under the Franchise Agreement.
2. Payment to Snap-on of the Inventory Incentive. Franchisee understands that Snap-on is providing Franchisee with the Inventory Incentive in order to assist Franchisee with starting the franchise and providing ongoing continuity in the operation of the franchise. If for any reason other than a transfer of the business assets of the Additional Franchise to a franchisee approved by Snap-on, either (i) the Franchise Agreement terminates or (ii) the Franchisee ceases to operate the business under the Franchise Agreement during the one-year period after the date on which the Franchisee commences operation under the Franchise Agreement, Franchisee will be required to immediately pay the entire Inventory Incentive to Snap-on. Except as provided, Franchisee will have no responsibility to pay Snap-on for the Inventory Incentive.
3. Initial License Fee. Section 4.A of the Franchise Agreement is deleted and the following substituted as Section 4.A:
"Initial License Fee. Franchisee has paid an Initial License Fee of Ten Thousand Dollars ( $\$ 12,000.00$ ). This Initial License Fee was paid in consideration of Snap-on initially granting this franchise, it was fully earned at the time paid, and it is not refundable for any reason."
4. Terms of Addendum Govern, Etc. Except as provided above, all other terms of the Franchise Agreement will remain in full force and effect. If the terms of this Addendum conflict with the Franchise Agreement, the terms of this Addendum will govern. All terms not defined herein will have the same meaning as in the Franchise Agreement. This Addendum will inure to the benefit of and be binding upon the parties hereto and their respective successors and assigns.

IN WITNESS WHEREOF, the parties have executed this Addendum as of the Effective Date of the Franchise Agreement.

## FRANCHISEE: <br> [CORPORATE NAME] [ADDRESS]

By:
Printed Name \& Title:

## SNAP-ON: <br> SNAP-ON TOOLS COMPANY LLC

By:
Printed Name \& Title:

## APPENDIX I.1.C. 4

## ADDENDUM TO SNAP-ON TOOLS <br> FRANCHISE AGREEMENT <br> (Veterans Discount)

THIS ADDENDUM TO SNAP-ON TOOLS FRANCHISE AGREEMENT ("Addendum") amends that certain Franchise Agreement (the "Franchise Agreement") as of the Effective Date below, between SNAP-ON TOOLS COMPANY LLC ("Snap-on"), and the undersigned Franchisee ("Franchisee").

The Franchise Agreement is hereby amended as follows:

1. Snap-on to Provide Inventory. Snap-on will provide Franchisee, without cost to Franchisee, with inventory, having a franchisee cost of $\$ 20,000.00$ (the "Veterans Discount") to be used as a portion of the initial inventory requirement under the Franchise Agreement.
2. Terms of Addendum Govern, Etc. Except as provided above, all other terms of the Franchise Agreement will remain in full force and effect. If the terms of this Addendum conflict with the Franchise Agreement, the terms of this Addendum will govern. All terms not defined herein will have the same meaning as in the Franchise Agreement. This Addendum will inure to the benefit of and be binding upon the parties hereto and their respective successors and assigns.

IN WITNESS WHEREOF, the parties have executed this Addendum as of the Effective Date of the Franchise Agreement.

FRANCHISEE:
[CORPORATE NAME]

By:
Printed Name \& Title: $\qquad$

SNAP-ON:
SNAP-ON TOOLS COMPANY LLC

By: $\qquad$
Printed Name \& Title: $\qquad$

## SBA MANDATED ADDENDUM TO FRANCHISE AGREEMENT

THIS ADDENDUM TO FRANCHISE AGREEMENT ("Addendum") is made and entered into on<br>$\qquad$<br>$\qquad$ , by and between SNAP-ON TOOLS COMPANY LLC ("Franchisor"), located at $280180^{\text {th }}$ Street, Kenosha, WI, 53143, and<br>$\qquad$ ("Franchisee"), located at

Franchisor and Franchisee entered into a Franchise Agreement on $\qquad$ , $\qquad$ , (such Agreement, together with any amendments, the "Franchise Agreement"). Franchisee is applying for a loan ("Loan") from a lender in which funding is provided with the assistance of the U.S. Small Business Administration ("SBA"). SBA requires the execution of this Addendum as a condition for obtaining the SBA-assisted financing.

In consideration of the mutual promises below and for good and valuable consideration, the receipt and sufficiency of which the parties acknowledge, the parties agree that notwithstanding any other terms in the Franchise Agreement:

## CHANGE OF OWNERSHIP

- If Franchisee is proposing to transfer a partial interest in Franchisee and Franchisor has an option to purchase or a right of first refusal with respect to that partial interest, Franchisor may exercise such option or right only if the proposed transferee is not a current owner or family member of a current owner of Franchisee. If Franchisor's consent is required for any transfer (full or partial), Franchisor will not unreasonably withhold such consent. In the event of an approved transfer of the franchise interest or any portion thereof, the transferor will not be liable for the actions of the transferee franchisee.


## FORCED SALE OF ASSETS

- If Franchisor has the option to purchase the business personal assets upon default or termination of the Franchise Agreement and the parties are unable to agree on the value of the assets, the value will be determined by an appraiser chosen by both parties. If the Franchisee owns the real estate where the franchise location is operating, Franchisee will not be required to sell the real estate upon default or termination, but Franchisee may be required to lease the real estate for the remainder of the franchise term (excluding additional renewals) for fair market value.


## COVENANTS

- If the Franchisee owns the real estate where the franchise location is operating, Franchisor may not record against the real estate any restrictions on the use of the property, including any restrictive covenants, branding covenants or environmental use restrictions.


## EMPLOYMENT

- Franchisor will not directly control (hire, fire or schedule) Franchisee's employees.

This Addendum automatically terminates on the earlier to occur of the following: (i) the Loan is paid in full; or (ii) SBA no longer has any interest in the Loan.

Except as amended by this Addendum, the Franchise Agreement remains in full force and effect according to its terms.

## FRANCHISOR:

By: $\qquad$
Print Name: $\qquad$ Print Name: $\qquad$

Note to Parties: This Addendum only addresses "affiliation" between Franchisor and Franchisee. Additionally, the applicant Franchisee and franchise system must meet all SBA eligibility requirements.

# ADDENDUM TO SNAP-ON TOOLS FRANCHISE AGREEMENT <br> (Franchisee Owned by Trust) 


#### Abstract

THIS ADDENDUM TO SNAP-ON TOOLS FRANCHISE AGREEMENT ("Addendum") amends that certain Franchise Agreement (the "Franchise Agreement") as of the Effective Date below, between SNAP-ON TOOLS COMPANY, LLC ("Snap-on"), and the undersigned Franchisee ("Franchisee").


The Franchisee is owned by Trust dated $\qquad$ .

The Franchise Agreement is hereby amended as follows:

1. The following Section 1.I. is added to the end of Section 1 of the Franchise Agreement:
I. Trust Franchisee. Notwithstanding anything herein to the contrary, if a Franchisee is owned by a trust, references in this Agreement to principal owner(s) or to owner(s) will include the grantor(s) and, if the grantor(s) is/are deceased or otherwise not acting as trustee(s) of the trust, the trustee(s) of the trust. The grantor(s) and the trustee(s) are subject to the same obligations under the Agreement as owners or principal owners and Snap-on, in its discretion may require to execution of the same documents as the principal owner pursuant to this Agreement including but not limited to personal guarantees or other documents. Further, Snap-on may require the trustee to attend its Store Management Training.
2. Section 15 of the Franchise Agreement is deleted and the following is substituted as Section 15:
3. Confidentiality. Franchisee acknowledges that Snap-on owns the Snap-on Program, which includes, but is not limited to, Snap-on's trade secrets, the List of Calls, the Operations Manual and all other manuals provided to Franchisee by Snap-on. The Snap-on Program is disclosed to Franchisee in confidence and solely for the purpose of enabling Franchisee to operate the franchise, and Franchisee will not disclose any part of it to anyone other than Franchisee's employees in the Snap-on business, Snap-on employees other Snap-on franchisees, and in the case of a trust Franchisee, the Franchisee's trustee(s), and the Franchisee's beneficiaries entitled to any such information (whether through the Franchisee trust instrument or applicable state laws) or use it for any other purpose than the operation of its franchised business in compliance with this Agreement. Franchisee is responsible for Franchisee's employees, trustees and beneficiaries, as applicable, maintaining the confidentiality of these materials. Franchisee acknowledges that such disclosure would inflict irreparable injury on Snap-on and that Snap-on will be entitled to obtain injunctive relief in addition to any other legal or equitable remedies it may have upon a breach of this Section 15."
4. The following Section 18.F. is added to the end of Section 18 of the Franchise Agreement:
F. Transfers by Trust Franchisee. If the Franchisee is owned by a trust, all of the provisions of this Section 18 apply, except that:
(1) If the trustee seeks to terminate the trust and directly or indirectly, distribute, sell, assign, transfer, convey, give away all of the trust's interest in the

Franchisee to the grantor of the trust or the trustee individually, then Section 18.B shall apply.
(2) If the trustee seeks to terminate the trust and directly or indirectly, distribute, sell, assign, transfer, convey, give away all of the trust's interest to the beneficiaries of the trust, the beneficiaries shall be deemed "heirs" and Section $18 . \mathrm{D}$ shall apply.
4. The following Sections 20.B.11-13 are added to the end of Section 20 of the Franchise Agreement:
(11) If Franchisee is owned by a trust, if the trustee is convicted of, or pleads nolo contendere to, a felony charge as defined in applicable law; a crime involving moral turpitude; or any other crime or offense, including any misdemeanor, that is reasonably likely to adversely affect the goodwill associated with the Snap-on brand or any of the Trademarks.
(12) If Franchisee is owned by a trust and this Agreement is in force and effect at the time of a change in trustee under the terms of the governing trust document and such new trustee fails to provide to Snap-on a Notice for Change in Trustees (as defined in the Policy for Franchisees Owned by Trust) within thirty (30) days of such change of trustee.
(13) If the Franchisee is owned by a trust, any transfer of the franchise, including but not limited to a transfer to the grantor of the trust, a new trust, a beneficiary or beneficiaries of the trust or to a third-party, that does not comply with the requirements of Section 18.B. For purposes of this subsection 20.B (13), "transfer" includes a direct or indirect, distribution, sale, assignment, transfer, conveyance and gift.
5. The Sections of the Franchise Agreement pertaining to the Covenant Not to Compete and Dispute Resolution shall apply to the trustee of a Franchisee owned by a trust, in addition to the owner of the Franchisee and the Franchisee.

IN WITNESS WHEREOF, the parties have executed this Addendum as of $\qquad$ (the "Effective Date") of the Franchise Agreement.

## FRANCHISEE:

[CORPORATE NAME]

By:
Printed Name \& Title: $\qquad$

SNAP-ON:
SNAP-ON TOOLS COMPANY, LLC

By:
Printed Name \& Title: $\qquad$

## APPENDIX I.1.D

## FRANCHISEE ADOPTION AGREEMENT FOR POINT SERVICE MERCHANT AGREEMENT NOTICE TO FRANCHISEES: THIS IS NOT A CONTRACT WITH SNAP-ON

Snap-on Incorporated ("Snap-on") and VeriFone, Inc. ("Verifone") have entered into a Point Service Merchant Agreement, dated as of December 1, 2015 (the "Master Agreement"), pursuant to which Verifone has agreed to provide products and services to Snap-on.

By accepting this Adoption Agreement, you (the undersigned) are entering into an agreement directly with VeriFone, agree to be bound by the terms of, and are entitled to the benefits of, the Master Agreement applicable to Snap-on Franchisees, a copy of which is attached hereto. With respect to each such Master Agreement, all references to Merchant herein shall be deemed to refer to the Franchisee executing this Adoption Agreement, except as otherwise specifically set forth in the Master Agreement.

The Master Agreement sets forth the services that are available for purchase (the "Point Service") and the applicable pricing. Under this Adoption Agreement, you may submit orders to Verifone for the Point Service; provided that all such orders will be subject to the terms and conditions of the Master Agreement, and any terms included in any order that are inconsistent with or in addition to the Master Agreement will not be binding unless expressly agreed in writing by Verifone.

You agree to pay the fees for the Point Service you have elected below and as set forth in the Master Agreement. The options included in the Master Agreement shall not apply to You; only the options You elect below shall apply to You. Please include all options desired, and include the total monthly fee below. You will pay the fees due by ACH in accordance with the ACH Authorization Form attached hereto.
\(\left.$$
\begin{array}{|c|l|l|}\hline \text { Device Model } & & \begin{array}{l}\text { If you wish to select an Option below, } \\
\text { insert the price in the column below. }\end{array}
$$ <br>
If you DO NOT wish to select the <br>
option below, enter "NA." <br>
Total the prices in this column and <br>

include the Total Monthly Fee below\end{array}\right]\)| MX915 |
| :--- |
| Point Classic Services Base Package Monthly Fee |

The Master Agreement sets forth certain terms related to dispute resolution that are binding on you. See Section 10 of the Master Agreement. Such terms include without limitation that any Dispute (as defined in the Master Agreement) shall be determined by binding arbitration and that you may not pursue any claim as a class action, class arbitration, private attorney general action or other representative action against Snap-on, its subsidiaries or VeriFone as to any Dispute. Claims regarding any Dispute and remedies sought as part of a class action, class arbitration, private attorney general or other representative action must be brought on an individual (non-class, non-representative) basis.

This Adoption Agreement will commence on the last date set forth below and will terminate when the Master Agreement terminates, unless terminated earlier as provided in the Master Agreement. You expressly acknowledge and agree that all rights of termination for default as provided in the Master Agreement are granted to Snap-on and not to you with respect to terminating the Master Agreement and only apply to you with respect to terminating your obligations under this Adoption Agreement. Pursuant to Section 3.0 of Exhibit A of the Master Agreement, You may terminate the service term for a Device at any time, including upon store closing or otherwise, by requesting in writing that Verifone deactivate the Device on the Point Service transaction gateway and returning the Device to Verifone in accordance with the Master Agreement. Verifone may also terminate this Adoption Agreement in the event that you fail to comply with the terms of the Master Agreement or this Adoption Agreement.

All notices shall be given to you and Verifone, respectively, in accordance with the Master Agreement, with notices to you provided to the address set forth below.

All capitalized terms not defined in this Adoption Agreement have the definition given in the Master Agreement.

Agreed and Accepted:

Franchisee (Please include full legal entity name, indicating whether a corporation, LLC, or partnership)

By: $\qquad$
Printed: $\qquad$
Title: $\qquad$
Date: $\qquad$

Franchisee Address:

Legal Name: $\qquad$

Address: $\qquad$

City: $\qquad$

State: $\qquad$ Zip: $\qquad$
Attn: $\qquad$
Email: $\qquad$

## POINT SERVICE MERCHANT AGREEMENT

## NOTICE TO FRANCHISEES SIGNING ADOPTION AGREEMENT: THIS IS A CONTRACT BETWEEN VERIFONE AND THE FRANCHISEE. THIS IS NOT A CONTRACT BETWEEN THE FRANCHISEE AND SNAP-ON

This Point Service Merchant Agreement ("Agreement") is being entered into as of the last date set forth below (the "Effective Date") by and between Snap-on Incorporated ("Snap-on" or "Merchant") and VeriFone, Inc. ("VeriFone") regarding VeriFone's Point Service. All references to Exhibits A, B and C herein shall mean Exhibits A, B and C attached hereto and incorporated herein by this reference.

## 1. SCOPE

(a) Point Service. VeriFone shall provide Merchant with the Point service as selected by Merchant in Exhibit A (the "Point Service"). The Point Service includes those services and software as set forth in the Exhibit A hereto (the "Services" and "Software" respectively), which may be bundled with one or more VeriFone payment devices, provided on a rental basis, as set forth in Exhibit A (the "Devices"). Merchant acknowledges that VeriFone has contracted with third parties for certain Services and Devices being provided hereunder, as specified in Exhibit A (each, a "Third Party Product" or "Third Party Service", respectively).
(b) Supported VeriFone Devices. The Point Service is currently supported on certain VeriFone payment devices, as designated by VeriFone from time to time. Merchant may only use the Point Service with such VeriFone payment devices. VeriFone reserves the right to remove a VeriFone payment device from the list of supported VeriFone payment devices (including in the event VeriFone elects to end of life such VeriFone payment device). Verifone shall use commercially reasonable efforts to provide Snap-on with six (6) months' notice of the end of life of any such Verifone payment device. Snap-on acknowledges that legal, regulatory or PCI changes for which the industry is not given reasonable advance notice may impact Verifone's ability to provide such 6-month prior notice. In addition, notwithstanding the foregoing, a Verifone mobile payment device (currently the e payment device) may be discontinued in the event that the third party product(s) which interface with such Verifone mobile payment device are discontinued and Verifone will use commercially reasonable efforts to promptly provide Snap-on an end of life notice with respect thereto. If Merchant is procuring the Point Service that includes a Device rental, VeriFone shall provide such Device to Merchant as set forth in Exhibit A. Otherwise, Merchant is responsible for separately procuring such VeriFone payment devices from VeriFone or a VeriFone reseller.
(c) License or Service Term. The Point Service is provided to Merchant for each VeriFone payment device for the license term or service term set forth in Exhibit A.
(d) Franchisees. Snap-on Tools Company LLC franchisees ("Franchisees") may purchase the Point Service from Verifone in accordance with the terms of this Agreement by entering into an Adoption Agreement with Verifone, the form of which is set forth in Exhibit B attached hereto. Upon execution of the Adoption Agreement by the Franchisee, such Adoption Agreement and the terms of this Agreement become personal to the Franchisee and the Franchisee is solely liable for all obligations thereunder. Each Franchisee is subject to credit approval by Verifone. With respect to each such Adoption Agreement, all references to Merchant herein shall be deemed to refer to the Franchisee executing such Adoption Agreement, except as otherwise specifically set forth herein.

## 2. FEES; PAYMENT

(a) Fees. Merchant agrees to pay the fees for the Point Service as set forth in Exhibit A or an Adoption Agreement, as applicable. Snap-on is not obligated to pay any fee due by a Franchisee. VeriFone reserves the right to change such fees annually with sixty (60) days prior written notice, commencing with the first Renewal Term (as defined in Section 7 below), to reflect VeriFone's then current standard fees. Such fee changes shall only apply to any Point Service ordered after the date of the fee change.
(b) Payment. (i) Verifone shall invoice Snap-on for the Point Service. Payment terms for all invoiced amounts will be thirty (30) days from the date of invoice as long as the account is current.
(ii) Franchisees shall pay for the Point Service by ACH pursuant to the ACH terms attached hereto as Exhibit C.
(iii) All payments shall be in U.S. dollars, unless a different currency is specified in Exhibit A. All fees are non-refundable.
(c) Taxes; Failure to Pay. All fees are exclusive of applicable taxes, including without limitation sales tax. Applicable taxes will be added to
the amount billed to Merchant. If Merchant fails to pay the charges for the Point Service when due: (i) Merchant shall pay VeriFone interest on the overdue payment from the date due until paid at the rate of $18.0 \%$ per annum, or the maximum rate permissible by law, whichever is less, and (ii) VeriFone reserves the right to pursue any and all legal remedies to collect the amounts owed by Merchant. In addition, in the event Merchant fails to pay the charges for the Point Service when due, and fails to cure such failure within fifteen (15) days of receipt of written notice from VeriFone thereof, VeriFone shall be entitled to withhold Merchant's access to the Point Service, or any Services therein, until Merchant pays such fees. Merchant shall pay to VeriFone any actual additional expenses incurred by VeriFone in collection efforts.

## 3. LICENSES

(a) Hosted Point Services. If Exhibit A includes any Hosted Point Services, this Section 3(a) shall apply. Subject to the terms and conditions of this Agreement, and Merchant's payment of the applicable fees, VeriFone hereby grants to Merchant a limited, non-exclusive, nontransferable, non-sublicensable right and license, during the applicable license or service term set forth in the Exhibit A: (i) to access and use the Hosted Point Services set forth in Exhibit A solely for Merchant's internal business purposes; (ii) to execute, download and display the features, functions and graphical interface components of Hosted Point Services to communicate, transfer and collect data; and (iii) to display, download, print and reproduce any documentation provided by VeriFone as reasonably required for the use of the Point Service. VeriFone may modify the Hosted Point Services from time to time in its reasonable discretion, provided that such modifications shall not materially diminish the functionality thereof.

VeriFone conducts routine maintenance to the Hosted Point Services. Maintenance is generally scheduled during time periods when overall end user online activity is limited. VeriFone reserves the right to shut down the Hosted Point Services with no notice should emergency maintenance become necessary. VeriFone reserves the right to remove any user from the Hosted Point Services should VeriFone determine, in its sole discretion, that the Hosted Point Services have been compromised or in any way used inappropriately. In extreme cases, where a user has compromised the security of the Hosted Point Services or otherwise acted in a malicious or damaging manner, removal may occur immediately without prior notification.
(b) Software. If Exhibit A includes any Software, this Section 3(b) shall apply. Subject to the terms and conditions of this Agreement, and Merchant's payment of the applicable fees, VeriFone hereby grants to Merchant a limited, non-exclusive, non-transferable, non-sublicensable right and license, solely for Merchant's internal business purposes in the United States during the applicable license or service term set forth in Exhibit A: (i) to use the Software (in object code form only) on the applicable VeriFone payment device; and (ii) to use any related documentation provided by VeriFone for use with the Software. Additional license terms for certain Software may be set forth in Exhibit A.
(c) Restrictions. Merchant shall have no right to market, distribute, sell, assign, pledge, sublicense, lease, deliver or otherwise transfer the Point Service, any component thereof, including without limitation the Software, to any third party. Merchant shall not reverse engineer, decompile, disassemble, translate, modify, alter or create any derivative works based upon the Software, or determine or attempt to determine any source code, algorithms, methods or techniques embodied in the Software, without the prior express written consent of VeriFone. Merchant shall not remove from the Devices or the Software, or alter, any of trademarks, trade names, logos, patent or copyright notices, or other notices or markings, or add any other notices or markings to the Devices or the Software, without the prior express written consent of VeriFone.
(d) Ownership. Merchant acknowledges that the Point Service (including the Devices, Software, Services and any related documentation) and any intellectual property rights relating to or residing therein, including the proprietary electronics, software and technical information of VeriFone
therein (the "Proprietary Materials"), are proprietary products of VeriFone and that ownership of all patents, copyrights, trade secrets, trademarks, trade names, mask work rights and other proprietary rights relating to or residing therein shall remain with VeriFone. Except for the license rights set forth in this Section 3 or Exhibit A, Merchant shall have no right, title or interest therein. VeriFone reserves all rights in the Proprietary Materials and any other VeriFone intellectual property not expressly granted herein. Merchant shall promptly notify VeriFone of any actual or threatened misappropriation or infringement of VeriFone's or its suppliers' proprietary rights which comes to Merchant's attention.
(e) Derived Data. For Services where VeriFone is collecting or processing transaction data for Merchant, Merchant acknowledges that VeriFone may collect and share with partners data from Merchant's transactions, with any sharing in aggregate and anonymous form only (for statistical and other business purposes); however, such data shall not include any "cardholder data" under Payment Card Industry Security Standard's Council rules, any of Merchant's or a customer's personally identifiable information, Merchant's or a customer's personal financial information or any other data that VeriFone may be prohibited from collecting or sharing under applicable privacy laws. Merchant agrees that VeriFone may use such data for purposes of data analytics and optimizing or otherwise enhancing its products and services. VeriFone will comply with all applicable laws and regulations with respect to any use, sharing and dissemination of this data. In accordance with VeriFone's use of derived data, VeriFone reserves the right to anonymously track and report Merchant's activity inside of the Point Service components. This paragraph shall survive any expiration or termination of this Agreement.

## 4. WARRANTIES; DISCLAIMERS

(a) Warranties. VeriFone warrants that (i) the Point Service shall conform to the description thereof set forth in Exhibit A in all material respects, and (ii) VeriFone shall comply with all applicable federal and state laws in its performance of the Point Service. Additional warranties may be set forth in Exhibit A.
(b) Disclaimer. EXCEPT FOR THE WARRANTIES SET FORTH ABOVE, THE POINT SERVICE IS PROVIDED "AS IS." VERIFONE DISCLAIMS ALL WARRANTIES, EXPRESS, IMPLIED OR STATUTORY, INCLUDING WITHOUT LIMITATION IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE AND NON-INFRINGEMENT OF THIRD PARTY RIGHTS. VERIFONE DOES NOT WARRANT THAT THE POINT SERVICE, OR ANY COMPONENT THEREOF, WILL MEET THE REQUIREMENTS OF MERCHANT OR THAT THE OPERATION OF THE POINT SERVICE, OR ANY COMPONENT THEREOF, WILL BE UNINTERRUPTED OR ERROR FREE. MERCHANT ACKNOWLEDGES THAT UNDER NO CIRCUMSTANCES DOES VERIFONE REPRESENT OR WARRANT THAT ALL ERRORS IN ANY SOFTWARE CAN BE REMEDIED. VERIFONE SHALL NOT BE RESPONSIBLE FOR ANY SERVICE INTERRUPTIONS, INCLUDING, WITHOUT LIMITATION POWER OUTAGES, SYSTEM FAILURES OR OTHER INTERRUPTIONS. NO ADVICE OR INFORMATION OBTAINED BY MERCHANT FROM VERIFONE OR FROM ANY OTHER THIRD PARTY ABOUT THE POINT SERVICE SHALL CREATE ANY WARRANTY.

## 5. INFRINGEMENT INDEMNITY

(a) Indemnity. Subject to the provisions of this Section 5 and Section 6 below, VeriFone shall at its expense defend any action against Merchant to the extent such action is based on a claim that the Point Service, or a component thereof, infringes a United States patent, copyright, trademark, or trade secret and VeriFone shall pay those damages and costs awarded against Merchant in such action which are attributable to such claim, provided that Merchant notifies VeriFone promptly in writing of such action, Merchant gives VeriFone sole control of the defense thereof (and any negotiations for settlement or compromise thereof), and Merchant cooperates in the defense thereof at VeriFone's expense. If the Point Service, or a component thereof, becomes, or in VeriFone's opinion is likely to become, the subject of a claim of infringement (the "Infringing Item"), then Merchant shall permit VeriFone, at its option and expense, either to (i) procure the right to continue using the Infringing Item, or (ii) replace or modify the Infringing Item so that they become non-infringing. If options (i) or (ii) are not commercially reasonable options for VeriFone, then either party may terminate this Agreement upon written notice to the other party, in which event Merchant's obligation to pay the recurring fees hereunder shall terminate. Merchant shall not incur any costs or expenses for the account of VeriFone under or pursuant to this Section 5 without VeriFone's prior express written consent. THE FOREGOING STATES THE ENTIRE LIABILITY OF VERIFONE FOR INFRINGEMENT CLAIMS AND ACTIONS RELATED TO THE POINT SERVICE, OR ANY COMPONENT THEREOF.
(b) Exceptions. VeriFone shall have no liability to Merchant under this Section 5 or otherwise for any action or claim alleging infringement based upon (1) any use of the Point Service, or a component thereof, in a manner other than as specified by VeriFone in this Agreement; (2) any use of the Point Service in combination with other services, equipment, devices, software, systems or data not supplied by VeriFone (including without limitation any software produced by Merchant for use with the Point Service, if any); (3) any alteration, modification or customization of the Point Service, or a component thereof, by any person other than VeriFone (including without limitation Merchant), or (4) any failure to install an update to the Software provided by VeriFone within a commercially reasonable time after the update is made available by VeriFone to Merchant.
6. LIMITATIONS OF LIABILITY. NOTWITHSTANDING ANYTHING TO THE CONTRARY CONTAINED IN THIS AGREEMENT, EXCEPT TO THE EXTENT PROHIBITED BY LAW: (A) VERIFONE SHALL HAVE NO LIABILITY TO MERCHANT OR ANY THIRD PARTY FOR SPECIAL, INCIDENTAL, INDIRECT, EXEMPLARY, OR CONSEQUENTIAL DAMAGES (INCLUDING, BUT NOT LIMITED TO, LOSS OF USE, LOSS OF BUSINESS, LOSS OF PROFITS OR REVENUE, GOODWILL OR SAVINGS, DOWNTIME, OR DAMAGE TO, LOSS OF OR REPLACEMENT OF DATA OR TRANSACTIONS, COST OF PROCUREMENT OF SUBSTITUTE SERVICES) RELATING IN ANY MANNER TO THE POINT SERVICE (WHETHER ARISING FROM CLAIMS BASED IN WARRANTY, CONTRACT, TORT OR OTHERWISE), EVEN IF VERIFONE HAS BEEN ADVISED OF THE POSSIBILITY OF SUCH CLAIM OR DAMAGE; (B) IN ANY CASE, VERIFONE'S ENTIRE LIABILITY RELATING IN ANY MANNER TO THE POINT SERVICE, REGARDLESS OF THE FORM OR NATURE OF THE CLAIM, SHALL BE LIMITED IN THE AGGREGATE TO THE FEES ACTUALLY PAID BY MERCHANT FOR THE POINT SERVICE UNDER THIS AGREEMENT DURING THE SIX (6) MONTHS PRIOR TO THE CLAIM ARISING; AND (C) VERIFONE SHALL NOT BE LIABLE FOR ANY CLAIMS OF THIRD PARTIES RELATING TO THE POINT SERVICE. THE LIMITATIONS ON VERIFONE'S LIABILITY SET FORTH IN CLAUSES "(B)" AND "(C)" OF THIS SECTION 6 SHALL NOT APPLY TO VERIFONE'S OBLIGATIONS UNDER SECTION 5 ABOVE OR LIABILITY FOR DEATH, PERSONAL INJURY OF A PHYSICAL NATURE OR DAMAGE TO TANGIBLE PROPERTY CAUSED BY VERIFONE'S NEGLIGENCE OR INTENTIONAL MISCONDUCT. THE LIMITATIONS CONTAINED IN SECTIONS 4 AND 5 ABOVE AND THIS SECTION 6 ARE A FUNDAMENTAL PART OF THE BASIS OF VERIFONE'S BARGAIN HEREUNDER, AND VERIFONE WOULD NOT PROVIDE THE POINT SERVICE TO MERCHANT ABSENT SUCH LIMITATIONS.

## 7. TERM; TERMINATION

(a) Term. This Agreement shall commence on the Effective Date and remain in effect for three (3) years ("Initial Term"). Thereafter, this Agreement shall continue in effect for annual renewals (each a "Renewal Term") unless one party notifies the other party of non-renewal at least thirty (30) days prior to the renewal date.
(b) Termination. VeriFone may terminate this Agreement (i) upon thirty (30) days written notice to Merchant if Merchant breaches any of the terms in this Agreement, which breach or failure is not cured within such 30-day period, (ii) upon written notice in the event of any termination of Merchant's business or (iii) upon ninety (90) days' notice to Merchant if VeriFone ceases to offer the Point Solution to its customers generally. Merchant may terminate this Agreement upon thirty (30) days written notice to VeriFone if VeriFone breaches any of the terms of this Agreement, which breach is not cured within such 30-day period. VeriFone shall have the right to terminate any Third Party Services that may be included in the Point Service at any time upon written notice to Merchant if VeriFone's agreement with its product supplier or service provider terminates. Upon any such termination, the parties may agree to adjust the pricing to reflect the termination of such Third Party Services.
(c) Effect of Expiration or Termination. Upon any expiration or termination of this Agreement, Merchant may no longer place orders for the Point Service. Additional terms regarding expiration or termination are set forth in Exhibit A.
(d) Certificate. Upon termination of Merchant's right to use the Software under this Agreement, at VeriFone's request, Merchant shall provide VeriFone a certificate certifying that Merchant has ceased all use of the Software on VeriFone payment devices, signed by an authorized representative of Merchant.
(e) Survival. Notwithstanding anything to the contrary contained in this Agreement, Sections 2(until all fees are paid), 3(d), 4(b), 5, 6, 7(c), 7(d),

7(e), 8, 9, 10 and 11, as well as any provisions in Exhibit A regarding effect of expiration or termination of this Agreement, shall survive any expiration or termination of this Agreement.
8. FOREIGN CORRUPT PRACTICES ACT. VeriFone and Merchant shall ensure that its subsidiaries, owners, officers, directors, employees, partners, subcontractors, agents and representatives (collectively, "Representatives"), fully comply with all applicable anti-corruption and anti-bribery laws and regulations in connection with this Agreement, including, but not limited to, the United States Foreign Corrupt Practices Act (the "FCPA"), as may be amended from time to time. Without limiting the generality of the foregoing obligation, each party specifically understands and agrees that it shall not, and shall take reasonable measures to assure that Representatives shall not, make, authorize, offer or promise to make or give any money or any other thing of value, directly or indirectly, to any government official or employee, political party or candidate for political office, or any other person for the purpose of securing any improper or unfair advantage or obtaining or retaining business in connection with the activities contemplated hereunder. Any breach or violation of any provision contained in this Section 8 shall be grounds for immediate termination of this Agreement by the other party. Each party represents and warrants that such party has not committed and has no information, reason to believe, or knowledge of any Representative having committed or intending to commit, any violation of the FCPA or any act or omission which could cause VeriFone to be in violation of the FCPA with respect to any activities related to this Agreement or the business of VeriFone.
9. EXPORT CONTROL LAWS. Merchant acknowledges that Point Service is designed for use in the United States only and components of the Point Service are subject to the export control laws of the United States. Accordingly, Merchant shall not use or export any component of the Point Service outside of the United States (as used herein, the "United States" excludes all territories of the United States, including Puerto Rico and Guam). In connection with VeriFone's policies to assure compliance with U.S. export control laws and regulations, including embargoes and sanctions, as well as the laws and regulations of countries in which VeriFone products, technology and/or software are sold, Merchant agrees that the following terms and conditions shall apply to VeriFone's sale of the Point Service to Merchant:
(a) Merchant agrees to abide by all applicable U.S. export control laws and regulations for the Point Service. Without limiting the generality of the foregoing:
(i) Merchant, on behalf of itself and Merchant Representatives, represents and warrants that Merchant/they will not use, export or reexport, sell, re-sell, license, distribute, make available or transfer or cause or facilitate the transfer of any component of the Point Service, including any component or part thereof, directly or indirectly to: (x) Cuba, Iran, North Korea, Sudan, or Syria, or any other country for which the U.S. maintains an export embargo or other economic sanctions; or (y) any individual or entity listed on the U.S. Treasury Department's list of Specially Designated Nationals, the U.S. Commerce Department's Table of Denial Orders or any other denied parties, as such lists may be updated from time to time; and
(ii) Merchant and Merchant Representatives will not use, export or re-export, sell, re-sell, divert or otherwise transfer the Point Service, including any component or part thereof, for use in activities that involve the development, production, use or stockpiling of nuclear activities of any kind, chemical or biological weapons or missiles, unmanned aerial vehicles, or microprocessors for military use, or any terrorist activities, nor use the Point Service, including any component or part thereof, in any facilities that are engaged in activities relating to such weapons or applications.
(b) Merchant represents and warrants that Merchant has the appropriate policies and procedures in place to ensure compliance with the foregoing, including, without limitation, the prohibition of any re-export of any component of the Point Service to countries subject to a U.S. trade embargo. Such measures shall include, at a minimum, accurate recordkeeping, and are subject to VeriFone's audit rights that may be exercised from time to time by VeriFone in its sole and absolute discretion to confirm compliance.
(c) Merchant agrees that if VeriFone reasonably believes that Merchant is in breach of any of the terms and conditions contained in this Section 9 that alone shall be sufficient grounds for further action by VeriFone, including, without limitation, cancellation of any orders or denial of future business, without any liability or obligation to Merchant. In addition, Merchant hereby indemnifies VeriFone and its affiliates, directors, officers and employees for all costs, expenses, damages, claims, charges, penalties, fines and other losses that arise in connection with any breach
by Merchant or Merchant Representatives of the terms and conditions contained in this Section 9.

## 10. DISPUTE RESOLUTION

(a) Franchisee Dispute. If any dispute arises between Verifone and any Franchisee related to this Agreement or the Adoption Agreement or the breach, termination or validity hereof, Verifone, Franchisee and Snap-on will, within ten (10) business days of receipt of notice of such dispute by Verifone or Franchisee, as applicable, attempt to resolve such dispute. If the dispute has not been resolved within thirty (30) days after receipt of notice of such dispute, or such longer period as agreed to in writing by Verifone, Franchisee and Snap-on, then Verifone, Franchisee and Snapon will submit such dispute to their respective executive management who will make reasonable efforts to reach a resolution within sixty (60) days after the receipt of notice of such dispute. If Verifone, Franchisee and Snap-on are unable to resolve such dispute within such 60-day period then either Verifone or Franchisee may pursue arbitration as set forth in Section 10(b) below.
(b) Arbitration. Notwithstanding anything herein to the contrary, except with respect to enforcing claims for injunctive or equitable relief, any dispute, claim, or controversy arising out of or relating in any way to this Agreement or the interpretation, application, enforcement, breach, termination, or validity thereof (including any claim of inducement of this Agreement by fraud and including determination of the scope or applicability of this agreement to arbitrate) or its subject matter, including any dispute between Verifone and Snap-on and any Dispute between Verifone and a Franchisee (collectively, "Disputes") shall be determined by binding arbitration before one arbitrator. Franchisees may not pursue any claim as a class action, class arbitration, private attorney general action or other representative action against Snap-on, its subsidiaries or VeriFone as to any Dispute. Claims regarding any Dispute and remedies sought as part of a class action, class arbitration, private attorney general or other representative action must be brought on an individual (non-class, non-representative) basis. The arbitration shall be administered by JAMS conducted in accordance with the expedited procedures set forth in the JAMS Comprehensive Arbitration Rules and Procedures as those Rules exist on the effective date of this Agreement, including Rules 16.1 and 16.2 of those Rules. The arbitration shall be held in New York, New York, and it shall be conducted in the English language. The parties shall maintain the confidential nature of the arbitration proceeding and any award, including the hearing, except as may be necessary to prepare for or conduct the arbitration hearing on the merits, or except as may be necessary in connection with a court application for a preliminary remedy, a judicial challenge to an award or its enforcement, or unless otherwise required by law or judicial decision. The arbitrator shall have authority to award compensatory damages only and is not empowered to award any punitive, exemplary, or multiple damages, and the parties waive any right to recover any such damages. The parties acknowledge that this Agreement evidences a transaction involving interstate commerce. Notwithstanding anything to the contrary in this Agreement, any arbitration conducted pursuant to the terms of this Agreement shall be governed by the Federal Arbitration Act (9 U.S.C., Secs. 1-16). In any arbitration arising out of or related to this Agreement, the arbitrator shall award to the prevailing party, if any, the costs and attorneys' and experts' fees reasonably incurred by the prevailing party in connection with the arbitration. If the arbitrator determines a party to be the prevailing party under circumstances where the prevailing party won on some but not all of the claims and counterclaims, the arbitrator may award the prevailing party an appropriate percentage of the costs and attorneys' and experts' fees reasonably incurred by the prevailing party in connection with the arbitration. Judgment on any award in arbitration may be entered in any court having jurisdiction. Notwithstanding the above, each party shall have recourse to any court of competent jurisdiction to enforce claims for injunctive and other equitable relief. Nothing herein shall preclude parties from seeking provisional remedies in aid of arbitration from a court of appropriate jurisdiction.
11. GENERAL. This Agreement, including Exhibits A, B and C, constitutes the entire agreement between VeriFone and Merchant and supersedes all prior or contemporaneous communications and proposals, whether electronic, oral or written, relating to the subject matter hereof. This Agreement will be governed by the laws of the State of New York, without regard to its conflict of law provisions, except the arbitration in Section 10(b) above will be governed by the Federal Arbitration Act. No action, regardless of form, arising out of or in connection with this Agreement may be brought by either party more than one (1) year after the first day that the cause of action first occurred, except for an action for nonpayment. No amendment or waiver of this Agreement will be binding unless it has been agreed to in writing by both parties. Merchant may not assign this Agreement, in whole or in part, without VeriFone's prior written consent. Subject to the preceding sentence, this Agreement shall bind Merchant and its permitted successors and assigns. VeriFone may assign or delegate
this Agreement, or any of its rights or obligations hereunder, in its sole discretion. If any legal action is brought to enforce any obligations hereunder, the prevailing party shall be entitled to receive its attorneys' fees, court costs and other collection expenses, in addition to any other relief it may receive. If any provision of this Agreement is found by a court of competent jurisdiction to be invalid, the parties agree that the court should endeavor to give the maximum effect to the parties' intentions as reflected in the provision, and that the other provisions of the Agreement shall remain in full force and effect. VeriFone shall not be responsible for any failure to fulfill its obligations hereunder due to causes beyond its reasonable control, including without limitation acts or omissions of government or military authority, acts of God, shortages of materials, transportation delays, fires, floods, labor disturbances, riots or wars. Notices made by VeriFone to Merchant under this Agreement that affect VeriFone customers generally (e.g., notices of amended Agreements, updated fees, etc.) may be posted on the VeriFone Merchant Portal or may be provided upon access to the Point Service. Notices made by Verifone under this Agreement for Merchant or Merchant account specifically (e.g., notices of breach and/or suspension) will be provided to Merchant via the email address provided to VeriFone in Merchant registration for the Point Service or in any updated email address Merchant provides to VeriFone in accordance with standard account information update procedures VeriFone may provide from time to time. It is Merchant's responsibility to keep Merchant's email address current and Merchant shall be deemed to have received any email sent to any such email address, upon VeriFone's sending of the email, whether or not Merchant actually receive the email. VeriFone may also send notices to Merchant by overnight courier or certified mail to the address in VeriFone's customer database, or such other address as shall have been given to VeriFone in writing. Merchant shall send notices to VeriFone at the address set forth below, or such other address as shall have been given to Merchant in writing. All mailed notices shall be deemed effective upon the earliest to occur of: (a) actual delivery; or (b) three days after mailing, addressed and postage prepaid, return receipt requested. VeriFone may issue a press release, or the parties may mutually agree to issue a joint press release, regarding this Agreement and the transactions contemplated hereby. The form and content of such press release shall be as mutually agreed by the parties. Except for the foregoing, neither party shall issue a press release regarding this Agreement or the transactions contemplated hereby without the prior written consent of the other party.
IN WITNESS WHEREOF, the parties hereto, by their duly authorized representatives, have executed and delivered this Agreement to be effective as of the Effective Date.

## Merchant Name: Snap-on Incorporated

By: Snap-on Incorporated signature on file
Title: on file
Date: December 1, 2015
Merchant Address:
2801 80 ${ }^{\text {th }}$ Street
Kenosha, WI 53143

VeriFone, Inc.
By: VeriFone, Inc. signature on file
Title: on file
Date: December 1, 2015
VeriFone Address:
88 West Plumeria Drive
San Jose, CA 95134

EXHIBIT A
Point Service: Point Classic
Subscription Includes Device Rental
1.0 Fees: The fees for the Point Service are as follows:

Table 1.0 Overview of Software/Services

| Description | Included in <br> Base Package | Optional |
| ---: | :---: | :---: |
| Secure Commerce Application | $\checkmark$ |  |
| Transaction Gateway | $\checkmark$ |  |
| Data Encryption and Tokenization | $\checkmark$ |  |
| Shipping \& Deployment | $\checkmark$ |  |
| Remote Key Loading | $\checkmark$ |  |
| Estate Management | $\checkmark$ |  |
| Warranty or Repair | $\checkmark$ |  |
| Help Desk | $\checkmark$ | $\checkmark$ |
| NFC Payments Enablement | $\checkmark$ | $\checkmark$ |
| EMV | $\checkmark$ | $\checkmark$ |
| Software Update Services | $\checkmark$ | $\checkmark$ |
| Low Contour MX Stand |  |  |
| MXP Purple Cable |  |  |
| Priority Exchange |  |  |
| PCI /SAQ |  |  |

Table 1.1 Base Package Fee

| Description | Per Month per Device Fees |
| :---: | :---: |
| Device Model | MX915 |
| Point Classic Services Base Package Monthly Fee | $\$ 35.00$ |
| Options: |  |
| Low Contour MX Stand | $\$ 3.00$ |
| Wall Mount | $\$ 2.75$ |
| Priority Exchange | $\$ 1.50$ |
| PCI/SAQ | $\$ 3.25$ |
| Total Monthly Fee | $\$ 48.50$ |

Notes on Fees:
(a) All fees are monthly fees per Device.
(b) Pricing above is for IP transactions only. Dial transactions, when applicable, are subject to an additional surcharge of $\$ 0.014$ per transaction.
(c) The purple cable includes the removal of the standard cable from the standard Point bundle and the inclusion of the purple cable instead.

Non-Return Fee:
The Non-Return Fee shall vary depending on the year in which the termination occurs during the Service Term for the Device (as defined in Table 1.1 above):

Year $1 \$ 760$
Year $2 \$ 560$
Year $3 \$ 300$
Year 4 and beyond $\$ 100$

### 2.0 Payment of Monthly Fee:

The Point Service is billed monthly in advance (at the start of each month) for each Device, starting with the first full month after the Point Service commences. The Point Service commences for a Device when the Device is shipped.

### 3.0 License/Services Term:

The Point Classic is provided for a minimum thirty-six (36) month service term for each Device, commencing for such Device as set forth in Section 2.0 above. At the termination of the 36 month initial term for each Device, VeriFone shall continue to provide the Point Service for such Device until such time as Merchant requests in writing that Vendor deactivate such Device on the Point Service transaction gateway; any such deactivation shall be effective upon such request. Notwithstanding the foregoing, (1) Merchant may terminate the service term for a Device at any time, including upon store closing or otherwise, by requesting in writing that Verifone deactivate the Device on the Point Service transaction gateway, and (2) VeriFone reserves the right to terminate the Point Service for
a Device after the 36 month initial service term by providing thirty (30) days written notice thereof to Merchant. Upon any termination of the service term for a Device, Merchant shall return the Device to VeriFone under Section 5(c) below, and Merchant may no longer use the Software or Services for such Device.
(b) Package Changes During Service Term. Merchant may, commencing on the one year anniversary of the start of the 36 month service term for a Device, upgrade to a different Device (in which event Merchant may be subject to an increase in fees based on the new Device subscription fee). For such upgrades, Merchant shall be required to commit to a new 36 -month service term for such Device and shall be required to return the old Device in accordance with Section 5(c) below.
4.0 Point Service:

The Point Service consists of the following Software and Services. Optional Services are only provided if pricing is included for such Service in Table 1.1 above.

| Software |  |
| :--- | :--- |
| Secure Commerce Application | VeriFone's Secure Commerce Application is a terminal application designed for payment processing on <br> VeriFone Devices, including credit, debit, gift and other electronic payments. The Secure Commerce <br> Application provided shall be VeriFone's current production version, unless otherwise agreed by the parties. <br> The Secure Commerce Application includes the following features (subject to availability; see Software Update <br> Services): |
| (a) NFC payment acceptance for Google and Apple Pay enabled payment VeriFone payment devices. Merchant |  |
| represents and warrants that Merchant has contracted with the applicable wallet providers for acceptance and use |  |
| of their services by Merchant with respect to the applicable NFC payment acceptance, to the extent and as |  |
| required by such wallet provider. |  |
| (b) EMV contact and contactless functionality. EMV contactless functionality is provided only for VeriFone |  |
| designated card brands. |  |


| Configuration, Shipment, and Deployment | VeriFone, or designated fulfillment provider, shall provide initial configuration, shipment, and deployment of all <br> VeriFone equipment. |
| :--- | :--- |
| Help Desk | Help Desk Services are available as set forth in Exhibit A-1. For any Third Party Services, VeriFone may extend <br> Help Desk Services to such Third Party Services, or the third party may provide direct support to Merchant. The <br> support terms for such Third Party Services are available from VeriFone upon request. |
| Warranty and/or Repair | Buyer Protection Plan (BPP) provided for Countertop devices. Repair Services provided for mobile handheld <br> devices. |
| Software Update Services | VeriFone will make available to Merchant software updates for the Software, including error corrections, feature <br> enhancements, and other compliance and general industry regulation updates, if and when such updates are made <br> generally available by VeriFone to its Point customers ("Software Updates"). Snap-on is responsible for <br> deploying/installing Software Updates in the licensed VeriFone payment devices, including for its Franchisees. Any <br> Software Updates provided shall be licensed to Merchant under the applicable license terms set forth in Section 2 of the <br> Agreement. Subject to the foregoing, updates to include EMV specification changes to the Secure Commerce <br> Application. As part of such changes, VeriFone shall provide required EMV Level 2 certifications for the Secure <br> Commerce Application. |
| Priority Exchange (optional) | A replacement terminal can be expedited to the Merchant location prior to VeriFone receiving the device for which <br> it is intended to replace. Priority Exchange Services are only available to merchants in the United States. |
| PCI/SAQ | PCI/SAQ Tool is a Third Party Service. Merchant will be required to accept VeriFone's service provider's terms <br> of service or use when accessing PCI/SAQ. |
| Wireless Service | Wireless Services are included for the VX680 GPRS Device. This is a Third Party Service. See Pass Through <br> Provisions regarding Wireless Services below. |

5.0 Devices: The following shall apply to the Devices provided with the Point Service:
(a) VeriFone Property. The Devices shall remain the property of VeriFone. Merchant shall have no right, title or interest therein except as a lessee under this Agreement. Merchant shall keep all Devices free and clear from all liens, including any direct or indirect charge, encumbrance, lien, security interest, legal process or claim against the Devices.
(b) Loss and Damage. Subject to VeriFone's obligation to provide the Services, Merchant assumes and shall bear the entire risk of loss or damage to the Devices from any use whatsoever from the date of delivery of the Devices to the Merchant site, until such Devices are returned to VeriFone. No loss or damage shall relieve Merchant from the obligation to make payments hereunder or to comply with any other obligation under this Agreement. In the event of a loss of a Device (but not damage), Merchant shall immediately notify VeriFone thereof. With respect to any lost Device, Merchant shall be obligated to pay VeriFone the nonreturn fee applicable to such Device as set forth in Section 1.0 above (the "Non-Return Fee"). If Merchant is paying by electronic payment card, upon such payment, a new or refurbished replacement Device will be shipped to Merchant. If Merchant is being invoiced, VeriFone shall invoice Merchant for the Non-Return Fee and ship Merchant a new or refurbished replacement Device. At all times payments for the Point Service for such Device shall continue in effect.
(c) Return for Deactivation/Termination. In the event a Device is deactivated or upon expiration or termination of the service term for such Device as set forth in Section 3.0 above, Merchant shall return such Device to VeriFone. If a Device is not returned within thirty (30) days of such deactivation date or expiration date, Merchant shall be obligated to pay VeriFone the Non-Return Fee such Device. If, upon return of the Device, VeriFone determines that the Device requires repair that is not covered by Services (e.g. out of scope repair services), Merchant shall be required to pay for such services, at VeriFone's standard fees. When returning a Device an MRA \# is required.
(d) Substitution/End of Life. Notwithstanding anything to the contrary herein, VeriFone reserves the right to end of life any Device. As of the end of life date, Merchant will no longer be able to place new orders for the Point Service that includes such Device. VeriFone will continue to provide the Services for such Device for the Service Term applicable thereto. However, in connection with providing such Services, VeriFone reserves the right to swap out Devices for new product to address any component supply issues.
(e) Special Power of Attorney. Merchant hereby grants to VeriFone a purchase money security interest in all Devices shipped to Merchant, as security for the performance by Merchant of all of Merchant's obligations arising under this Agreement. VeriFone is hereby authorized by Merchant to cause this Agreement or any other statement or other instrument in respect of this Agreement showing the interest of VeriFone in the Device, including Uniform Commercial Code financing statements, to be filed and recorded, and Merchant grants to VeriFone the right to execute Merchant's name thereto.
(f) Software License. The software included in the Device shall be licensed to Merchant under the terms of Section 2(b) of the Agreement for the service term set forth in Section 3.0 above.

### 6.0 Additional Warranties

(a) PAYware Connect. VeriFone warrants that, as of the Effective Date, VeriFone PAYware Connect is on the list of service providers that have been certified as compliant with the Payment Card Industry Data Security Standards ("PCI DSS") established by PCI SSC. VeriFone shall seek revalidation of PAYware Connect with PCI SSC as required by PCI SSC during the term of the Agreement. As evidence of compliance, VeriFone will provide when requested, a current attestation of compliance signed by a PCI QSA (Qualified Security Assessor). In the event that the PCI DSS requirements applicable to PAYware Connect change during the term of the Agreement, VeriFone shall use commercially reasonable efforts to meet all new applicable PCI DSS requirements. In the event VeriFone is unable to obtain revalidation of PAYware Connect as required by PCI SSC or is unable to meet such new applicable PCI DDS requirements, VeriFone shall promptly notify Merchant and either party may terminate the Agreement immediately upon written notice to the other party.
(b) Devices. VeriFone warrants that: (i) as of the Effective Date, VeriFone has obtained the Payment Card Industry PIN Transaction Security ("PCI PTS") approval for the Devices; and (ii) VeriFone will not ship a Device to Merchant where such Device has not received PCI-PTS approval from PCI SSC.
7.0 Effect of Expiration or Termination of the Agreement. Upon any expiration of the Agreement or termination of the Agreement under Section 7(b) of the Agreement (except for termination by VeriFone under Section 7(b)(i) or (ii) or Section 6(a)), Merchant shall continue to use the Software and Services for each Device, and VeriFone shall continue to provide the Services for such Device, until expiration of the then current annual Service term for such Device as set forth in Section 3.0 above. Upon any termination of the Agreement under Section 7(b)(i) or (ii) of the Agreement or Section 6(a) above, Merchant's license rights in the Software and Merchant's use of and VeriFone's obligation to provide the Services shall terminate, and Merchant shall return the Devices to VeriFone as set forth in Section 5(c) above.

Merchant is responsible for retrieving any Merchant Applications and other data or content provided by Merchant for the Hosted Point Service prior to any expiration or termination date of the Agreement, using the portal made available to Merchant with the Hosted Point Service. VeriFone does not provide content or data retrieval services.

## EXHIBIT A-1

## Help Desk Services

## Support Services

Merchant will be given the toll free telephone help line number to be accessed only by Merchant's qualified technicians for help desk support, 24 hours per day, seven days per week (24/7).

Call/Problem Tracking System
Once the VeriFone Call Center receives Merchant's report of program error, VeriFone will document the program error in its call/problem tracking system, with a unique case number, which describes the program error and has a severity level (as described in following section) assigned to it. Each case will be electronically dispatched and assigned to the appropriate resource.

## Severity Levels

VeriFone will assign a severity level to each reported program error in accordance with the following criteria.

| Severity | Name | Description |
| :---: | :--- | :--- |
| 1 | Critical | Unable to use system, critical impact on operations |
| 2 | Major | Able to use system, critical impact on operations. |
| 3 | Minor | Able to use system, operations impacted. |
| 4 | Procedural | Procedure presently available to circumvent |

## Response Times

The following times reflect elapsed time from initial notification to VeriFone of support requests, "hours" refer to clock hours and "days" refer to calendar days (Monday- Sunday).

| Problem Classification | Initial <br> Response | Initial Action Plan |
| :---: | :---: | :---: |
| Severity 1 | Immediate or up to 1 hour | 4 hours |
| Severity 2 | Immediate or up to 2 hours | 1 day |
| Severity 3 | Immediate or up to 8 hours | 3 days |
| Severity 4 | Immediate or next day | 4 days |

## Enhancements and Other Services

Enhancements. VeriFone may from time to time apply enhancements. VeriFone will notify Merchant when updated releases are being applied to production servers and will provide Merchant with supplemental information regarding the enhancements.

Other Services. Customization and modification services for the service are not supported or provided under this Agreement. These services shall be provided under a separate Consulting Agreement and Statement of Work at the then current consulting rates.

## Obligations of Merchant

Merchant's First Line Support. Merchant shall provide first line support to all its end users. Merchant support must screen out all problems that have causes other than the Point Service.

Primary Merchant. Merchant may not call VeriFone support on behalf of any other party.
Support Contacts. Merchant shall provide VeriFone with support contacts and any other authorized alternates who may be able to contact VeriFone support.

## Term of Support Services

VeriFone shall provide the foregoing support services through the term of this Agreement. Notwithstanding the foregoing, VeriFone shall have the right to terminate the foregoing support services immediately if Merchant fails to comply with any support services terms. Upon termination of the Agreement, Merchant shall immediately discontinue any use of support services.

## APPENDIX I.1.E

## Merchant Application and Agreement

Please print clearly.
If you make any corrections to your information in the Application, you MUST initial each change.

THIS SECTION IS FOR INTERNAL USE ONLY REV. 2019-JAN

| Application ID: |
| :--- |
| ECID: |

Rep Phone: ( )

What is this form? A Customer (you, your) can use this form to apply to establish a merchant account to receive services from Paymentech, LLC and JPMorgan Chase Bank, N.A. ("us", "we", or "our").
How do you Complete all 5 parts, then print and sign the final version. Keep a copy for your records.
complete the form?
The Customer section verifies your identity, which is necessary to comply with our policies designed to prevent money laundering and the funding of terrorism. Federal law requires us to obtain, verify and record certain information that identifies each person who opens an account with us.

主 The Business Profile section provides information about how you do business.
The Ownership section identifies the type of ownership for your business.
The Funding and Payments section provides information related to your accounts for deposit/debit/payment purposes.

The Certification section confirms your IRS information and that the Authorized Representative(s) has read and agreed to this document.

If any of the information provided in this Merchant Application changes,
you must promptly notify Merchant Services of such change(s)

## Part 1: Customer

Complete all fields below


Complete the section below only if different from DBA Information in section 1.1
Address
(No PO Box or
Paid Mail Box)

1.3 Taxpayer Information

Taxpayer Name (as shown on
Merchant's income tax return)

Business Name /
Disregarded entity name (if different from above)

Federal tax classificationIndividual / Sole Provider or single-member LLCC CorporationS Corporation Limited Liability Company
$\hookrightarrow$ If selected: Enter the tax classification (C=C Corporation, S=S Corporation, P= Partnership)PartnershipTrust/EstateOther
Exemptions
(if any)
$\square$ Exempt payee code
Exemption from FATCA reporting code $\square$

## Address

(No PO Box or
Paid Mail Box)
City
State

|  | Requester's name and address: | Paymentech, LLC <br> 8181 Communications Pkwy |
| :---: | :---: | :---: |
| ZIP Code |  | Plano, Texas 75024 |

## 当Part 2: Business Profile

Complete all fields below

### 2.1 Business Profile

What merchandise do you sell or services do you provide?

| Is your business seasonal? | Yes $\square$ No |
| :---: | :---: |
| Where does your business operate? | $\square$ Factory $\square$ Home $\quad \square$ Office $\quad \square$ Storefront/ Retail Location $\square$ Warehouse |
| Do you ever charge a Customer on a recurring basis? | Yes $\square$ No <br> $\hookrightarrow$ If Yes: How often will you charge? $\square$ 30 Days 60 Days $\square$ 90 Days Annually $\square$ Other: |
| What is your business industry type? | Retail Restaurant Lodging $\square$ Auto Rental $\square$ Cash Advance Convenience Store/Gas $\square$ Other: Internet (list all websites on which you accept payments and provide a customer service email address): <br> $\hookrightarrow$ URL: www. <br> $\hookrightarrow$ Customer Service Email Address: |

If Customers are required to pay a deposit, what \% of total sale?

### 2.2 Reporting and Statements

How do you want to receive your transaction history and monthly statements?

Resource Online
$\hookrightarrow$ Set up a Resource Online account (use the following email address as the user login):

Email Statements
$\hookrightarrow$ Send statements to:Legal email address DBA email address

### 2.3 Chargeback and Retrieval Requests

Where do you want Chargeback Legal addressDBA address and Retrieval Requests to be

### 2.4 Sales Information

What is the estimated annual breakdown (in \%) of your annual Payment Card Transactions?
$\qquad$ \% Via mail or phone order
$\qquad$ \% Payments accepted on your website
___ Card is Swiped
___ Card is present but keyed
100 \% Total

## Part 3: Ownership

If your business is privately owned by one or more individuals (e.g. LLC, Sole Prop, Partnership, or Private Corporation):

- Complete sections 3.1 and 3.2 for the owners with the greatest \% of ownership
- All owners listed below must sign the Application and Agreement in Section 5
- Corporate Titles can be found below in Controlling Officer section

If your business is a US publicly traded on NYSE, NASDAQ, or American Stock Exchange or a government entity:

- Complete sections 3.3 (a minimum of one controller is required) and 3.4 only

If your business is owned by another Entity or Parent Company:

- Enter name and address of the legal entity(ies) in section 3.1 or 3.1 and 3.2
- Substitute the owner Entity or Parent Company's Federal Tax ID for the SSN \#
- Complete sections 3.3 (a minimum of one controller is required) and 3.4


### 3.1 Owner \# 1

 publicly traded?

Street Address
(Individual/Sole Provider use
home address)
(No PO Box or Paid Mail Box)

| City | State |  |
| :--- | :--- | :---: |
| Country of <br> Domicile | $\square$ |  |

*For Non-US Persons: Social Security Number, Passport Number and Country of Issuance (or other similar identification number) may be substituted
(For Canadian individuals, this field is optional)


Government Issued ID \#
Type of ID (ex. Passport)
Country of Issuance

### 3.2 Owner \# 2



Is the Owner listed above $\quad \square$ No $\square$ Yes Stock Exchange Ticker Symbol publicly traded?

Street Address
(Individual/Sole Provider use home address)
(No PO Box or Paid Mail Box)

| City | State |  | ZIP Code |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Country of Domicile | Date of Birth | 11 | Phone | ( ) | - |


| *For Non-US Persons: Social Security Number, Passport Number and | Government Issued ID \# |
| :--- | :--- |
| Country of Issuance (or other similar identification number) may be | Type of ID (ex. Passport) |
| substituted | Country of Issuance |

3.3 Controlling Officer (an individual with significant responsibility for managing the legal entity)

## A minimum of one controller is required


*For Non-US Persons: Social Security Number, Passport Number and Country of Issuance (or other similar identification number) may be substituted

Government Issued ID \#
Type of ID (ex. Passport)
Country of Issuance
(For Canadian individuals, this field is optional)
Do you have any additional direct owners not listed above that have $10 \%$ or greater ownership?
$\square$ Yes
$\hookrightarrow$ Owner/Officer Addendum required (Sales Representative will provide)
Do you have any indirect owners not listed above that ultimately have 10\% or greater ownership of the applicant? If so, they must be identified.
Indirect ownership occurs when there is more than one level / layer of ultimate ownership regardless of whether an ultimate owner is an individual or an Entity or Parent Company).

Is there anyone not listed above who has authority to make financial decisions or control company policy on behalf of your business?

```
\(\square\) Yes
\(\hookrightarrow\) Owner/Officer Addendum required (Sales Representative will provide)
```


### 3.4 Authorized Representative

Name
Street Address
(if individual use home address)
(No PO Box or Paid Mail Box)

| City | State |
| :---: | :---: |
|  |  |
| Country | Zip Code |

(Application continues on next page)

## Part 4: Funding and Payments

## Complete all fields below

### 4.1 Funding and Account Information

The Merchant must own the bank account provided below and it shall be used by Merchant solely for business purposes and shall not be used for consumer, personal, family or household purposes. In accordance with the terms of the Agreement, we may:

- deposit into this account amounts owed to Merchant by us, such as proceeds from your Merchant Transactions
- debit this account for amounts Merchant owes us associated with its Merchant Services, such as fees for processing your Merchant Transactions, and the amount of all Refunds and Chargebacks

Name of Financial Institution

Designating this bank account for the purposes outlined above must not violate any of your organizational documents or any agreement to which you are a party.

Routing Number
(always 9 digits)


Account Number
(number of digits will vary)
The image below shows where to find your Routing and Account Numbers. (Do not use the internal routing number that begins with a 5)


### 4.2 Payment and Processing Information

If you have previously accepted payment cards, please include your three (3) most recent monthly processing statements.

(Application continues on next page) OptBlue Program will govern your rights and obligations regarding acceptance of the American Express Payment Cards and the settlement of the related Transactions. If you do choose this option, Merchant understands that, by signing below, Merchant agrees to participate in the American Express OptBlue Program, including consenting to the sharing of Merchant's data with American Express to allow American Express to directly communicate with Merchant as provided in Exhibit 1 of the Terms and Conditions.
*Please include your expected annual American Express Volume in the Estimated Annual Sales Volume amounts in section 4.2.
**Your eligibility is subject to Merchant Segment approval and Franchise/Association Relationship review

Accept American Express. (Corporate, Franchise, or large relationships with American Express)
Choose this option if your American Express processing volume is greater than \$1,000,000.00 (or you are an ineligible Merchant Segment, Franchise or unauthorized to participate in OptBlue as determined by American Express ), and you wish to accept American Express Payment Cards, Exhibit 1 of the Terms and Conditions regarding Conveyed Transactions will govern your rights and obligations regarding acceptance of the American Express Payment Cards and the settlement of the related Transactions.

Please enter your American Express SE\# here: . If you do not have an American Express SE\#, please contact American Express directly using the number provided and then advise us once you have obtained the information. (1-855-TAKE-AXP or 1-855-825-3297)
*When selecting this option do not include your American Express Volume in the Estimated Annual Sales Volume amounts in section 4.2.
C $\square$ Accept American Express (Not OptBlue)
Choose this option if the Merchant qualifies for, but does not desire to participate in the American Express OptBlue Program or does not consent to the sharing of Merchant's data with American Express to allow American Express to directly communicate with Merchant, but Merchant does wish to accept American Express Cards, Exhibit 1 of the Terms and Conditions regarding Conveyed Transactions will govern your rights and obligations regarding acceptance of the American Express Payment Cards and the settlement of the related Transactions.

Please enter your American Express SE\# here: . If you do not have an American Express SE\#, please contact American Express directly using the number provided and then advise us once you have obtained the information. (1-855-TAKE-AXP or 1-855-825-3297)
*When selecting this option do not include your American Express Volume in the Estimated Annual Sales Volume amounts in section 4.2.
(Application continues on next page)

## Part 5: Certification

### 5.1 IRS Form W-9 Certification

Under penalty of perjury, I certify that:

1. The number shown on this form (Section 1.3) is my correct taxpayer identification number (or I am waiting for a number to be issued to me), and
2. I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest in dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding, and
3. I am a U.S. citizen or other U.S. person (defined in IRS Form w-9 instructions), and
4. The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification Instructions:
You must cross out and initial \#2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. IRS Form W-9 instructions are available upon request.

### 5.2 Certification

The first nine pages of this document are the Merchant's Application to establish a Merchant account with Paymentech, LLC ("Chase Paymentech") and JPMorgan Chase Bank, N.A. ("Member"). Once submitted, the Application belongs to Chase Paymentech and Member. Any application or set up fee paid by Merchant is non-refundable. The Application is subject to approval by Chase Paymentech and Member. If the Application is approved, Chase Paymentech will establish one or more Merchant account(s). By signing below Merchant agrees that all Merchant accounts will be governed by the entire Agreement, which includes: the Application, the Terms and Conditions, Schedule A (pricing), and any amendments, supplements or modifications provided to you.

## I, the undersigned, certify:

- that I am an owner, partner, officer or other authorized representative of the Merchant ("Authorized Representative") and
- that I am duly authorized to enter into agreements on behalf of Merchant and to legally bind Merchant to such agreements.

Furthermore, if I have identified myself as an Owner of Merchant above, by signing below I authorize and instruct Chase Paymentech, Member, or their designees to conduct the following in connection with establishing Merchant's account and maintaining the Agreement:

- obtain and use consumer credit reports (or other information derived therefrom) on me from time to time) and
- investigate and verify personal credit and financial information about me or any other owner identified in the Application or the Agreement (including within any amendment, addenda or attachment thereto).


## By submitting this Application and Agreement, Merchant, through the undersigned Authorized Representative:

- represents and warrants that the person submitting this Application is duly authorized to enter into agreements on behalf of Merchant and to legally bind Merchant to such agreements;
- represents and warrants that all information contained within the Application as well as any information submitted in conjunction with the Application is true, complete, and not misleading;
- represents and warrants that it owns the bank account provided in Section 4 and the account is being maintained solely for business purposes and not for personal, family or household purposes;
- represents and warrants that it has received a complete copy of the Agreement, including the Terms and Conditions, and Schedule A and agrees to be legally bound by the Agreement;
- understands that any unilateral changes to the pre-printed text of any part of the Agreement may result in Chase Paymentech declining Merchant's Application or terminating the Agreement
- agrees that Chase Paymentech, Member, or their designees, may:
- investigate and verify the credit and financial information of Merchant; and
- obtain credit reports on Merchant from time to time and use them in connection with establishing Merchant's account and maintaining the Agreement; and
- agrees that Member and Chase Paymentech may share credit, financial information about Merchant and Chase Paymentech.

The Internal Revenue Service does not require your consent to any provision of this document other than the certification required to avoid backup withholding. (See Section 5.1 above.)
5.3 Authorized Representative(s) - Signer's name must appear in Section 3


## 6. Individual Guarantor(s)

The person(s) acting as individual guarantor(s) must have an ownership interest in Merchant and must be listed in Section 3 of this Application.

As an individual(s) who agrees to be personally responsible for Merchant's account with Chase Paymentech (a "Guarantor"), I

- certify I have received and reviewed a complete copy of the Agreement, including the Application, Terms and Conditions, and Schedules
- certify I have read the Agreement, including, without limitation, the "Personal Guaranty"
- agree to be bound as a Guarantor of the Merchant's obligations under the Agreement in accordance with the terms of the "Personal Guaranty"
- certify that I have an ownership interest in Merchant
- agree that Chase Paymentech, Member, or their designees, may investigate and verify the credit and financial information about me and may obtain consumer credit reports on me from time to time
- agree that Chase Paymentech, Member, or their designees, may use such consumer credit reports in connection with establishing and maintaining the Merchant's account and Agreement
- agree that all business references, including financial institutions, may share my credit and financial information with Chase Paymentech



## CHASE <br> J.P.Morgan

## TERMS AND CONDITIONS Merchant Services Processing

## Contents

1 Scope, purpose and interpretation of these Terms and Conditions ..... 1
1.1 Understanding these Terms and Conditions and Your Agreement .....  .1
1.2 Interpreting this Agreement ..... 1
1.3 Changes to the Agreement ..... 1
2 Use of the Services ..... 1
2.1 Exclusivity for Chase Transactions ..... 1
2.2 Complying with Card Network Rules and Chase Requirements ..... 2
2.3 User Guides ..... 2
2.4 Authorizing Transactions ..... 2
2.5 Transmitting Transaction data ..... 2
2.6 Your Settlement Account ..... 2
2.7 Accepting equipment ..... 2
2.8 Using Chase Pay ..... 3
2.9 American Express (AMEX) OptBlue ..... 3
2.10 Transaction restrictions ..... 3
3 Fees, Chargebacks, Refunds and Reserves ..... 3
3.1 Paying Fees and other amounts due ..... 3
3.2 Chargebacks and Refunds ..... 4
3.3 Holding a Reserve ..... 4
4 Statements ..... 4
4.1 Making Statements available ..... 4
4.2 Missing Statements, errors and timeliness of Claims ..... 5
5 Confidential Information, Use of Data and Publicity ..... 5
5.1 Keeping information confidential ..... 5
5.2 Permitted disclosures and uses ..... 5
5.3 Publicity ..... 6
6 System and Information Security ..... 6
6.1 Your Systems and transmitting data ..... 6
6.2 Your Internet security ..... 6
6.3 Protecting against cyberfraud ..... 7
6.4 Using an approved Security Protocol ..... 7
6.5 Security Breaches ..... 7
6.6 Keeping information secure ..... 7
6.7 Using third-party service providers ..... 7
7 Termination ..... 7
7.1 Mutual Termination ..... 7
7.2 Immediate Termination ..... 8
7.3 After Termination ..... 8
8 Liability, Set-off, Waiver, Timely Claims, Indemnification, Disclaimers and Representations ..... 8
8.1 Our Liability ..... 8
8.2 Set-off and grant of security interest ..... 9
8.3 Waiving Special Damages ..... 9
8.4 Timely filing of claims ..... 9
8.5 Indemnification and holding harmless ..... 9
8.6 We disclaim warranties ..... 9
8.7 Your representations ..... 10
9 Miscellaneous ..... 10
9.1 Governing law ..... 10
9.2 Venue ..... 10
9.3 Waiving rights to a jury trial ..... 10
9.4 Severability ..... 10
9.5 Assigning this Agreement ..... 10
9.6 Change of control ..... 11
9.7 Providing information ..... 11
9.8 "Know-Your-Customer" and Sanctions ..... 11
9.9 Screening Transactions ..... 11
9.10 Acting as an independent contractor ..... 11
9.11 Your Authorized Persons ..... 12
9.12 Taxes ..... 12
9.13 Unlawful Internet gambling ..... 12
9.14 Force majeure ..... 12
9.15 Survival ..... 12
9.16 Notices ..... 13
9.17 Electronic records ..... 13
9.18 Agreeing to terms electronically ..... 13
9.19 Third-party beneficiaries ..... 13
9.20 Disputes and Arbitration ..... 13
10 Definitions ..... 15
Exhibit 1: AMEX OPTBLUE ..... 21

## 1 Scope, purpose and interpretation of these Terms and Conditions

1.1

Understanding these Terms and Conditions and Your Agreement
a) These Terms and Conditions govern the Services and are effective on the date you sign your Application and are subject to our approval of you as a customer consistent with our credit underwriting policies and procedures.
b) These Terms and Conditions and the other JPMC Documents form the Agreement and represent the entire understanding between the Parties and replace any previous relevant agreements for the Services.
c) By using the Services you agree to all terms of the Agreement.
d) The Agreement shall continue until it is terminated by you or us.
e) You will use the Services for business purposes only and not for personal or consumer purposes.
f) You agree that the Agreement governs any use of the Services that may have occurred before the Agreement became effective.
g) You agree that in entering this Agreement you have not relied on statements or representations we have made.

## 1.2

## Interpreting this

Agreement
a) Capitalized terms are defined throughout and at the end of this Agreement.
b) If there is an inconsistency between this Agreement and any JPMC Document, the terms of this Agreement will prevail.
c) In each JPMC Document:

- section headings are for convenience only and do not affect its meaning
- "include" or "including" means "including without limitation"
- "can" and "may" have the same meaning and allow a Party to take, or not take, any action in its discretion
- "will", "shall" and "must" have the same meaning and require a Party to take, or not take an action
- a reference to a document includes all changes, amendments, schedules, exhibits, and supplements to it, and
- a word has the same meaning in both its singular and plural forms.
d) If this Agreement permits us to make a decision, give consent or approve anything, it will be at our discretion, in good faith and conclusive.


## 1.3

Changes to the Agreement
a) We can change this Agreement, including suspending or discontinuing any service, by giving you notice and any change is effective from the date indicated on our notice. We will try, but are not required, to give you 30 days' notice before the effective date of any change in a Fee.
b) When we give you notice of a change to this Agreement and you continue to use the Services, you accept such change from the date it takes effect.
c) We can also notify you about any feature we add, delete or modify. If you use our new or modified features, you agree to any related requirements we tell you about.
d) Our failure to exercise or delay exercising a right under the JPMC Documents is neither a waiver of any right nor does it preclude us from further exercise of any right. Any waiver by us is not effective unless it is signed by us.

## 2 Use of the Services

2.1
Exclusivity for Chase
Transactions
a) You agree that for all transactions that originate in the U.S.:

- we will be your exclusive provider of payment processing services, and
- you will submit all such transactions to us for processing.

| 2.2 <br> Complying with Card Network Rules and Chase Requirements | a) The Card Network Rules: <br> - are generally available directly from the Card Networks, and <br> - govern the Services and your acceptance of Cards. <br> b) You agree: <br> - to comply with all Card Network Rules, including the Chase Requirements applicable to your Chase Transactions, applicable Legal Requirements and the Security Standards <br> - not to cause us to violate the Card Network Rules or Security Standards, and <br> - to reimburse us for all Card Network Liabilities. <br> c) A Card Network may require, and you will fully cooperate with: <br> - an investigation, review, audit, or inspection of your business (including your premises), directly or through us or an agent, to ensure you are complying with the Card Network Rules and Security Standards, and/or <br> - the engagement of a forensic investigator approved by the Card Network to investigate any known or suspected Security Breach affecting you, your Systems or your Merchant Service Providers. |
| :---: | :---: |
| $2.3$ <br> User Guides | a) You will comply with our user guides related to the Services. |
| 2.4 <br> Authorizing Transactions | a) Each Transaction must have a valid authorization code. <br> b) The authorization code is not a representation from us, a Card Network, or any card-issuing bank that a Transaction: <br> - is valid or undisputed, or <br> - will not be subject to Chargeback. <br> c) You will not originate any Transaction that violates a Legal Requirement or the Card Network Rules. <br> d) We are not obligated to process a Transaction or follow an Instruction if we have a good faith reason to deny it, such as suspected fraud. |
| 2.5 <br> Transmitting <br> Transaction data | a) We will transmit your Transaction data to the applicable Card Network. If a Transaction involves an Eligible Chase Card, we will process it directly as a Chase Transaction. |
| 2.6 <br> Your Settlement Account | a) You will designate in Proper Form, and maintain, one or more Settlement Accounts to receive settlement funds. <br> b) We will fund your Settlement Account for the amount of your Transactions minus all Fees. We will have no responsibility for any settlement of Transactions involving Card Networks that settle funds directly to you. <br> c) You authorize us to initiate ACH, wire transfer, or other electronic credit and debit entries to your Settlement Account for amounts owed by or to you under this Agreement, regardless of the source of the account's funds. <br> d) Your Settlement Account will remain open while we provide you with our Services and for at least 180 days afterwards (or longer as we may request). During this time you will: <br> - ensure that we are permitted to initiate debit and credit entries to or from the Settlement Account <br> - not do anything that would prevent us from debiting or crediting a Settlement Account, including closing the Account, revoking our authority to debit the account, or imposing a debit block without giving us at least five business days' notice and designating a new Settlement Account for our use, and <br> - ensure the Settlement Account is used for business purposes only, and not for personal or consumer purposes. |
| $2.7$ <br> Accepting equipment | a) If we sell or otherwise provide you with terminals or other equipment: <br> - we are the equipment reseller, and not the manufacturer <br> - we will give you pricing and any additional terms (including any manufacturer's warranty) before purchase, and <br> - by accepting the equipment, you agree to any related additional terms. |


| 2.8 |  |
| :--- | :--- |
| Using Chase Pay | a) You may use and accept Chase Pay Transactions: |
| - at your retail points of sale using our Chase Pay Mobile App (or if we approve, |  |
|  | using your Merchant Mobile App), and |

### 2.10

Transaction restrictions
a) You will not submit any Transaction that:

- originates from a business or store location outside of the U.S.
- you know or should know is illegal, fraudulent, not authorized by the customer or is authorized by a customer colluding with you to commit a fraud, or
- could damage the Card Network's goodwill or reputation.
b) Unless indicated on your Application, you will not submit any Transaction representing an installment sale, a full or partial pre-payment, a deferred payment plan charge, or a recurring billing transaction, or otherwise submit any Transaction until all goods or services are shipped or provided.
c) You will give us at least 30 days' notice of:
- significant changes to your business, products or services, or
- any increase in the average time between taking payment and the shipment or delivery of the goods or services which that payment relates to (where we have previously approved you accepting advance payment).
d) Except as the Card Network Rules allow, you will not give a customer cash as part of a Transaction, including when they are redeeming a prepaid Card.
e) At every point of interaction, you will clearly and explicitly tell your customer who you are, and distinguish yourself from any third party such as a third-party merchant or your supplier.
f) You will not sell, buy, give, exchange or otherwise disclose Card Information or any materials including Card Information to anyone other than us, a Card Network, or for a valid request from a Government Authority.


## 3 Fees, Chargebacks, Refunds and Reserves

## 3.1

Paying Fees and other amounts due
a) You will pay all Fees in full and consistent with the JPMC Documents without setoff or counterclaim. We can debit Fees from your Settlement Account without notifying you regardless of whether we previously provided you with invoices for Fees.
b) You will pay or reimburse us for our reasonable attorney fees and other costs in connection with any Claims or disputes under this Agreement.
c) Our Fee Schedule, or any invoice that we provide to you, is the official record of Fees you owe us. If there is a discrepancy between the Fee Schedule and another JPMC Document, we will determine which amount is correct.
d) In addition to any Fees you pay us, we may also receive commissions, rebates, interchange or other compensation from third parties related to any Service.
e) The Fees may be adjusted to reflect (i) increases by Card Networks in interchange, assessments, (ii) other Card Network fees, additional fees imposed by the Card Networks, or (iii) increases in third party fees identified in this Agreement or in the JPMC Documents. You will pay all such adjusted fees and each such adjustment shall become effective on the date the fee is implemented by the Card Network or third party provider.
f) To recover Fees, Chargebacks, Reserves, Card Network Liabilities, and other amounts you owe under this Agreement, we can:

- withhold some or all of your settlement funds (or any other funds that would otherwise be payable to you), and apply them against amounts due
- debit your Settlement Account
- receive prompt payment within five business days after our request
- apply the amount of any Reserve, or
- collect them in any other manner allowed under this Agreement.


## 3.2

## Chargebacks and Refunds

a) You are responsible for all Chargebacks assessed to us under Card Network Rules, except where a Chargeback:

- is reversed in your favor, in which case we will refund the amount, or
- results from a consumer-initiated, fraudulent Chase Pay Transaction using a lost or stolen mobile device or Card, unless you were involved in that fraud.
b) You are responsible for all Refunds submitted for processing, including ones third parties submit using your credentials without your authorization.


## 3.3

Holding a Reserve
a) We can require a Reserve to protect us against the risks from you using the Service, including Chargebacks, Refunds and Card Network Liabilities.
b) We will notify you of the amount of any required Reserve, which we will determine in good faith.
c) We will hold and control any required Reserve.
d) The Reserve will not bear interest, and we can commingle the Reserve with other funds.
e) You have no interest in any Reserve other than a contingent right to receive any unused funds.
f) We may periodically:

- increase your required Reserve, or
- return Reserve funds we no longer need to manage your risk.
g) When we decide that we no longer need a Reserve, we will return all unused Reserve funds to you.
h) Our right to require a Reserve will survive termination of this Agreement. This means that this section will remain in force even if you or we terminate the Agreement.


## 4 Statements

| 4.1 | a) Statements provided electronically are available for you to examine when we: |
| :--- | :--- |
| Making Statements | - send the Statement |
| available | - send an email or other notification of its availability, or |
|  | - make it available online. |
|  | We are not responsible for: |
|  | - you relying on balance, Transaction or related information that is updated or |
|  | corrected, or |
|  | - the accuracy or timeliness of information supplied to us by any third party. |

c) You agree that our Statements are sufficient for you to inspect and review activity and to identify errors and unauthorized or altered Transactions.

## 4.2

Missing Statements, errors and timeliness of Claims
a) You will promptly:

- examine your entire Statement once it is available, and
- notify us and request a duplicate if you do not receive a Statement.
b) You will promptly, and no later than 60 calendar days after the Statement date, reconcile your Statement with your Settlement Account bank statements from the same period, and notify us of any:
- unauthorized Transactions, including any claims of such activity or requested adjustments
- alterations, errors, discrepancies and irregularities, or
- discrepancies you identify when reconciling with your settlement or other accounts.
c) If you do not act in the timeframes above, you agree that you cannot:
- assert you exercised reasonable care and promptness in reviewing your Statement and identifying errors
- be reimbursed for a Claim refused as a result, and
- make a Claim or otherwise act against us for a subsequent loss that was preventable or caused by the same wrongdoer's repeated act.


## 5 Confidential Information, Use of Data and Publicity

5.1<br>Keeping information confidential

a) Each Party will keep all Confidential Information confidential by taking the same reasonable care to prevent unauthorized disclosure as it does for its own Confidential Information.
b) You agree that:

- when you use our Services, you may receive Confidential Information that is solely our property or that of our licensors
- you will keep all Confidential Information in confidence and disclose it only to a Person who needs to access it for their duties related to the Services, and
- you will not disclose the terms of this Agreement, the amount of the Fees or the contents of any JPMC Documents other than as required by Legal Requirements or Card Network Rules.
c) These obligations do not apply to information that:
- is now, or later becomes, available to the public, through no action (or inaction) of a Party in violation of this Agreement
- is disclosed consistent with a Legal Requirement or the Card Network Rules, or to defend or prosecute a claim or legal proceeding
- is obtained from a third party if the receiving Party is not aware that third party was required to keep it confidential
- the disclosing Party agrees can be shared
- the receiving Party independently develops without using the Confidential Information, or
- a Government Authority requests.


## 5.2 <br> Permitted disclosures and uses

a) We and our Related Persons can disclose your Confidential Information to:

- any of our Related Persons and their officers, directors, employees, agents, attorneys, auditors, consultants and other banks
- proposed assignees and your agents, attorneys, auditors and consultants
- a Referral Partner
- tax authorities (this may include your name and account number), and
- other third parties if the Confidential Information is aggregated or does not directly identify you or your vendors or suppliers.
b) We and our Related Persons can use and disclose your Confidential Information:
- to offer, provide, maintain or service the Services
- to comply with Legal Requirements or the Card Network Rules
- to prevent, investigate or reduce fraud, and for risk management and operational purposes
- to market or sell JPMC products or services to you and your Related Persons
- to analyze, summarize and compile Transaction and other data for business purposes, research, strategic planning, product and service development and promotion, and
- if allowed by another JPMC Document.
c) We can transfer your information to any Affiliate branch or unit, including subsidiaries in other countries where we or our Affiliate does business or has a Service Provider. Some of these jurisdictions may not provide the same level of protection for your information as the laws where you are based.


## 5.3

Publicity
a) Neither Party shall, without the other Party's prior written permission:

- make press releases or similar public statements regarding the business relationship that is the subject of this Agreement, or
- use the other Party's name or trademarks, except as otherwise provided in this Agreement.


## 6 System and Information Security

6.1<br>Your Systems and transmitting data

a) You, and each of your Authorized Persons, are responsible for installing, maintaining and protecting your Systems, no matter who owns them, including:

- keeping data transmitted through your Systems secure and applying Software updates
- complying with all data and system security Legal Requirements (and any of our related policies and procedures that we have made you aware of)
- applying reasonable security standards that evolve to address changes in technology and cybersecurity, and
- defending your Systems against outside threats, unauthorized access and data loss.
b) We can rely on data received from you or on your behalf and we are not liable or responsible for the authenticity, accuracy, corruption, disappearance, theft or damage of, or tampering with, your data, including all Transaction data transmissions, except as provided by Legal Requirements or Card Network Rules.
c) We are not responsible for your Systems, including:
- their errors, malfunctions, failures or compatibility with our systems
- notifying you about upgrades, fixes or enhancements, or
- giving you technical or other support.
d) You will confirm with your advisers that your Systems and the Internet are suitable for the Services.
e) You accept all operating, performance and security risks in using your Systems and an open network.


## 6.2 <br> Your Internet security

a) You agree that using an open network such as the Internet has security, corruption, transmission error and access availability risks.
b) You will regularly assess and update your Internet security, including your browser, encryption, anti-virus, anti-spyware and Internet security software.
c) You agree that having malware on your computers (including keystroke-logger malware) means you:

- have not maintained proper functioning and security of your Systems
- will be liable for any related Claim, and
- will be precluded from making a Claim against us relating to that malware.

| 6.3 |
| :--- |
| Protecting against |
| cyberfraud |

Protecting against
cyberfraud
a) You agree that we are not:

- your cybersecurity consultant or adviser, or
- liable for any Claim you incur based on cyber information we do or do not give you.
6.4
Using an approved
Security Protocol
6.5

Security Breaches
a) You must use any Security Protocol we issue or approve when using the Internet or other electronic means to:

- access account or Transaction information
- issue an Instruction, or
- originate a Transaction.
b) You agree that when any Security Protocol is used, you are responsible for its use and safekeeping and we can enforce an Instruction we have verified.
c) You and each of your Authorized Persons will:
- safeguard all Security Protocols, and
- make sure only Authorized Persons know of and use your Security Protocols.
a) You will have:
- controls adequate to promptly detect a potential or actual Security Breach of your Systems, and
- a response plan for a Security Breach consistent with current cybersecurity practices.
b) You agree to:
- notify us immediately if there has been, or you suspect there may be, a Security Breach
- provide the details of the Security Breach
- fully investigate the Security Breach, and
- cooperate with us to remediate the Security Breach.
c) If you do not notify us immediately about a Security Breach or misuse, you will be precluded from making any subsequent related Claims.
6.6
Keeping information
secure
a) You agree to notify us promptly if you use or intend to use a Merchant Service Provider.
b) You are responsible for the acts of your Merchant Service Providers, and will:
- ensure any Merchant Service Provider you use complies with Security Standards and is registered with the Card Networks
- ensure any third-party payment software or applications you use to transmit, store or process Card Information complies with Security Standards, and is registered with or recognized by the relevant Card Networks, and
- pay any Card Network Liabilities resulting from the acts of a Merchant Service Provider, including from a Security Breach.


## 6.7

Using third-party
service providers
a) You are solely responsible for your use of third-party service providers, systems, security and communications software and all related costs (including for equipment or software).
b) Even if we suggest that you use a third-party service provider or system or offer a third-party site link to download software, we do not endorse any third-party system, software or site and you accept all risks related to their use.

## 7 Termination

7.1
Mutual Termination
a) Either Party can terminate this Agreement by giving the other at least 30 calendar days' prior notice.
b) In addition to any termination rights under any other JPMC Document, either Party can immediately terminate this Agreement by giving the other Party notice because of:

- failure of the other Party to promptly pay amounts owed to the terminating Party
- failure of the other Party to comply with this Agreement or any other agreement between the Parties
- an inability by the other Party to meet its debts as they become due
- receivership, administration, liquidation, bankruptcy or similar proceeding
- assignment to benefit the other Party's creditors or anything similar
- a good faith belief that the other Party materially breached a representation or warranty or has engaged in fraudulent activity
- a good faith belief that the other Party's finances or business is impaired
- a good faith belief that the other Party's activities are not consistent with the terminating Party's applicable policies
- a good faith belief that any event has significantly increased the risk to the terminating Party or violates its policies or procedures
- a Legal Requirement or Card Network Rule or failing to comply with any of these, or
- a Material Adverse Change to the other Party
7.2

Immediate Termination
a) We can immediately terminate this Agreement or suspend or terminate the Services by giving you notice if:

- a Card Network asks us to, or imposes burdensome, costly or impractical conditions on our dealings with you
- you or any of your principal owners or officers becomes listed on a Card Network database of terminated or high-risk merchants, or
- you are put in a chargeback monitoring or similar Card Network risk-based program, or we determine that you have excessive Chargebacks
- you do not transmit Transactions to us for a period of more than 180 consecutive days
7.3

After Termination
a) After termination of this Agreement, you shall continue to be liable for all Chargebacks, Refunds, Fees, Card Network Liabilities, credits, and adjustments resulting from or relating to Transactions processed pursuant to this Agreement.
b) If you submit Transactions to us after the date of termination, we may, but are not required to process such Transactions. Any Transactions we process will be in accordance with and subject to all of the terms of this Agreement.
c) This provision will survive termination of this Agreement. This means that this section will remain in force even if you or we terminate the Agreement.

## 8 Liability, Set-off, Waiver, Timely Claims, Indemnification, Disclaimers and Representations

8.1<br>Our Liability

a) Under no circumstances will our financial liabilities arising out of or related to this Agreement exceed the total fees paid to us under this Agreement (net of Card Network and other third party fees such as Interchange, assessments, and Card Network Liabilities) for the six months prior to the time the liability arose.
b) We are only liable for reasonably foreseeable damages directly caused by an act that is within our direct control and are not responsible for your actions, inactions, omissions, delays or failures, or those of third parties.
c) We are not liable for any claim of negligence if we follow our procedures, which you agree constitute our exercise of good faith and ordinary care.
d) We are not liable for:

- Any fraud or forgery (other than by us).
e) We do not guarantee:
- the security, sequence, timeliness, accuracy or completeness of any service, data or technology, or
- access to any service or technology.


## 8.2 <br> Set-off and grant of security interest

a) We can, without notifying you or making a demand for payment retain, apply or set off any amount we owe you or the value of any of your property in our possession, against any amount you owe us or our Affiliates for any obligation irrespective of whether we have made any related demand (even if it is unmatured).
b) We can exercise our set-off rights by any means we consider appropriate,
c) You assign and grant us a lien and security interest in all your accounts, funds and credits with us to secure your obligations and liabilities to us.
8.3
Waiving Special Damages

The Parties shall not be liable for any Special Damages, regardless of the form of action and even if advised of a possibility of Special Damages. Each Party hereby waives the right to claim or recover Special Damages.
8.4
Timely filing of claims

You must file a Claim in connection with the Services or any Transaction with a tribunal or court of competent jurisdiction within two years of the event that gave rise to the Claim. Failure to do so will mean you have waived that claim against us.

## 8.5

Indemnification and holding harmless
a) You agree to unconditionally release, indemnify, defend and hold harmless us and our Related Persons for any Claim arising from or related to:

- us providing Services, or accepting or processing a Transaction or Instruction from you, your Authorized Person or on your behalf related to the Services or otherwise consistent with this Agreement
- us paying a Tax, interest or penalty for which you are liable or for which we otherwise have no responsibility
- us taking any action permitted by this Agreement, including defending against a Claim
- you breaching this Agreement or any JPMC Document or a representation or warranty you give in any JPMC Document
- you claiming against a Card Network or payment network relating to the Services or a Transaction
- you or us incurring Fees, fines or penalties arising from you breaching Legal Requirements or the Card Network Rules
- you or anyone else using our Service with your Security Protocol, Access Code or other Security Credentials, and
- a third party claim.
b) This indemnification does not apply to any Claim to the extent it is directly caused by our negligence, recklessness or willful misconduct.
c) Indemnity obligations in this Agreement remain in force after an account closes or this Agreement or any Service terminates.


## 8.6

We disclaim warranties
a) You agree this Agreement is for commercial services and the Uniform Commercial Code does not apply to the Services.
b) We provide all Services and Software "as is" and "as available," and disclaim all warranties and representations, whether express, statutory or implied, including warranties of:

- merchantability, satisfactory quality, or fitness for a particular purpose, dealing or trade use, and
- non-infringement.
c) Where Legal Requirements impose an implied warranty by us, our warranty ends 30 days from the date the Service or Software is first available to you.
8.7
Your representations
a) You represent that the JPMC Documents:
- can be enforced against you despite any immunity (sovereign or otherwise) you may have, and
- do not breach your Organizational Documents, Authority Documents or agreements with third parties, or any Legal Requirements.
b) When you give us a Person's information, you represent that you have the right to:
- share their information with us, and
- allow us to make continued use of that information or related records about the Person or any other Related Person for any of our "Know Your Customer", anti-money laundering and compliance procedures or other appropriate business purposes, to provide you or such other Person with the Services.
c) You represent and warrant that:
- only an Authorized Person will submit written information to us and that all written information submitted to us is true, compete and not misleading as of the date that the information is submitted.
- You will comply with all restrictions, requirements, loss mitigants, policies, and procedures that we have made you aware of.
- You will notify us immediately if you have a new beneficial owner of more than 10 percent of the combined voting power of your ownership interests.
- You will not use the Services or any Software for illegal, offensive, malicious or defamatory activities.
- You will give us and our representatives access at reasonable times to your facilities, data and records. We will provide you with reasonable notice before we audit or inspect you or your facilities.
- you have implemented and maintain policies and procedures (including antimoney laundering policies) designed to ensure compliance with Legal Requirements and Card Network Rules.


## 9 Miscellaneous

| 9.1 <br> Governing law | a) The internal laws of the State of New York (without reference to its conflict of laws rules) apply to this Agreement, subject to any modifying Legal Requirements. |
| :---: | :---: |
|  | b) All rights and remedies relating to this Agreement, Legal Requirements and the Card Network Rules are cumulative and do not exclude any other rights or remedies. |
|  | c) The maximum amount of pre- and post-judgment interest in connection with any Claim will be the lower of the prime rate and the limit set by the State of New York. |
| 9.2 Venue | a) Disputes relating to any Services will be resolved by an arbitration tribunal or by a court of competent jurisdiction in the State of New York and you agree to submit to this jurisdiction. |
|  | b) This section does not prevent us from starting proceedings in a court or tribunal of any state with jurisdiction, including concurrently in any number of states. |
| 9.3 <br> Waiving rights to a jury trial | a) Each Party waives the right to a trial by jury for any matter or Claim relating to: <br> - this Agreement <br> - the JPMC Documents and <br> - the Services or a Transaction. |
| 9.4 Severability | If a court or other tribunal decides a provision of this Agreement or any JPMC Document cannot be enforced, that decision will not affect the remaining provisions. |
| 9.5 <br> Assigning this Agreement | a) We must agree in writing before you transfer or assign this Agreement (including by operation of law or merger). Without our consent, such transfer or assignment is void and may result in us immediately terminating the Agreement. Where we do |


|  |  |
| :--- | :--- |
|  | agree, an assignee or transferee is subject to this Agreement and the obligations |
| and liabilities you owed to us before the date it is transferred or assigned. |  |
|  | b) We must agree in writing before an assignee can continue, assume or assign this |
|  | Agreement for the benefit of a creditor, custodian, receiver, trustee in bankruptcy, |
| debtor in possession, sheriff or court officer, or Person taking charge of your assets |  |
| or business. |  |

- to exercise your own judgment about your business and your Instructions, and
- we are not advising you on any investment, tax, legal regulatory, accounting or other matters in this Agreement, the other JPMC Documents or your accounts, Services and Transactions.


### 9.11 <br> Your Authorized Persons

a) You are responsible for:

- the acts of your employees and representatives and their complying with your internal controls, and
- advising each Authorized Person of their obligations under, and ensuring their compliance with, the JPMC Documents.
b) We can follow the Instructions of a Person we reasonably believe is authorized to act on your behalf, even if your Authority Documents do not list that Person.


### 9.12 <br> Taxes

a) All Fees and other amounts due to us under any JPMC Document are exclusive of Taxes. You are responsible for any applicable state taxes imposed on interchange, assessments or other third-party fees collected by us under this Agreement. You agree we may increase the amount collected from you to reflect such taxes.
b) If we are required to pay Taxes to any Government Authority on your behalf, then:

- you will pay or reimburse us for all amounts we pay
- we will make a deduction for all amounts we pay from payments due to you, or
- we will debit your Settlement Account, even if it creates or increases an overdraft.
c) All payments to us consistent with this section must be made in full, without set-off or counterclaim and free of any deduction unless required by Legal Requirements, in which case you will:
- make the deduction
- increase the payment to us so that the net amount we receive is the same as the amount we would have been entitled to receive without the deduction
- pay the amount of the deduction to the applicable Government Authority, and
- within 30 days after you make this payment, give us a certified copy of the original receipt issued by the Government Authority as proof of payment.

| 9.13 |
| :--- |
| Unlawful Intern <br> gambling |
| 9.14 |
| Force majeure |

a) You will not use the Services or any Card, account, Service or Software for unlawful Internet gambling as defined by 12 CFR Section 233.2 (bb) of the Code of Federal Regulations and any future amendments, including accepting or receiving credit, services or funds as proceeds of a Transaction.

## Force majeure

a) We are not liable to you for not carrying out, or delaying performance of, any actions caused by:

- an act of God
- a Government Authority or any Card Network
- a Legal Requirement
- a catastrophe
- war or terrorism
- civil or labor disturbance
- fire, flood or other natural disaster, or
- any other cause beyond our reasonable control.
9.15

Survival
a) We will have reasonable time to act on a termination request.
b) Before terminating the Services, we can process a Transaction or Instruction initiated or sent to us before we received your termination request.
c) Closing an account or terminating a Service does not affect any Party's liability to the other for any Claim arising, or related to any Transaction occurring, before or on closure or termination. This liability continues with full effect (including payment and reimbursement obligations) after this Agreement terminates.
d) The rights and obligations under sections $3,5,6.6,7.4$, 8 and $9.1-9.3$ will survive this termination of this Agreement, along with any other provision that says it does, or that reasonably should survive.
e) If we are not able to contact you or do not receive an Instruction from you about an account termination, we can:

- mail you a check for a final account balance, or
- transfer your funds to an unclaimed-monies account.
9.16
Notices
a) All notices will be effective when given if they are in writing, sent to the specified addresses that the Parties give each other and delivered by:
- email, Internet, cloud or other electronic means we permit
- hand
- regular mail, or
- overnight courier.
b) We can send notices to any Authorized Person.
c) We can send additional or duplicate notices to other addresses we reasonably determine to be appropriate if we are unable to contact you at your specified address.
9.17 Electronic records
a) Each Party can make and keep recordings of phone conversations.
b) Each Party can store an electronic or other copy of the JPMC Documents as an original and:
- destroy the original paper version consistent with its record-keeping policies, and
- use an electronic or other type of copy instead of the original in a legal proceeding.
9.18

Agreeing to terms electronically
a) We can provide you with this Agreement and any other JPMC Document (including amendments) electronically, including posting them on a website. You agree to such JPMC Document by continuing to use the Services after:

- we notify you of the terms electronically
- you electronically click or e-sign your approval, or
- you agree by other means in Proper From.
b) Electronically accepting our terms and conditions (including related amendments) has the same effect as you agreeing to them with your handwritten signature.
9.19

Third-party beneficiaries

### 9.20

Disputes and Arbitration
a) This Agreement is not intended to benefit or to create a right or cause of action for any third-party beneficiary.
b) You will not act as a fiduciary or deposit funds, facilitate Transactions or make payments for or on behalf of a third party.
a) If a dispute of any kind arises, we want to understand and address your concerns quickly and to your satisfaction. Please contact us if you have a dispute. If we cannot resolve your concerns, we agree to an informal dispute resolution process requiring individual arbitration.
b) You agree that any Claim related to the Agreement or the Services, including claims regarding the applicability of this arbitration clause, shall be resolved exclusively and finally by binding arbitration administered by the American Arbitration Association ("AAA"). We will select another arbitration forum if the AAA ceases operations.
c) In the absence of this arbitration clause you may otherwise have had a right or opportunity to litigate any Claim through a court before a judge or jury and to participate or be represented in litigation filed in court by others (including class actions). You are waiving those rights and any Claim you have must now be resolved through arbitration.
d) All Claims are subject to arbitration, no matter what theory they are based on. This includes Claims based on contract, tort (including intentional tort), fraud, agency, negligence, statutory or regulatory provisions, or any other source of law.
e) Claims and remedies sought as part of a class action, private attorney general, or other representative action are subject to arbitration on an individual (non-class, non-representative) basis only, and the arbitrator may award relief only on an individual (non-class, non-representative) basis.
f) The arbitration will be conducted before a single arbitrator and will be limited solely to the Claim between you and us. The arbitration, or any portion of it, will not be consolidated with any other arbitration and will not be conducted on a class-wide or class action basis. The prohibition against class action contained in this Section shall be non-severable from the remainder of this Section.
g) If either party prevails in the arbitration of any Claim against the other, the nonprevailing party will reimburse the prevailing party for any fees it paid to the AAA in connection with the arbitration, as well as for any reasonable attorneys' fees incurred by the prevailing party in connection with such arbitration.
h) Any decision rendered in such arbitration proceedings will be final and binding on the parties, and judgment may be entered in a court of competent jurisdiction.
i) Rules and forms of the AAA may be obtained and Claims may be filed at any AAA office, www.adr.org, or 335 Madison Avenue, New York, NY 10017, telephone 1-800-778-7879. Any arbitration hearing at which Merchant appears will take place at a location within New York County, New York, New York.
j) This arbitration agreement is made pursuant to a transaction involving interstate commerce, and shall be governed by the Federal Arbitration Act, 9 U.S.C. §§ 1-16. This arbitration agreement applies to all Claims now in existence or that may arise in the future. Nothing in this Agreement shall be construed to prevent any party's use of (or advancement of any Claims, defenses, or offsets in) bankruptcy or repossession, replevin, judicial foreclosure, or any other prejudgment or provisional remedy relating to any collateral, security, or other property interests for contractual debts now or hereafter owned by either party to the other.

## 10 Definitions

| Access Code | A code that we provide, or your designated Security Administrator or Program <br> Administrator creates, which is used to: <br> - access an online system or application, or |
| :--- | :--- |
| A authenticate an Instruction or Transaction. |  |


| Card Network | Any payment system or network provider that offers or licenses Cards, including Visa Inc., MasterCard International, Inc., Discover Financial Services, LLC, American Express, Pulse, NYCE and STAR. This includes us for your Chase Transactions. |
| :---: | :---: |
| Card Network Liabilities | A fine, fee, penalty, liability, or other charge or assessment by a Card Network relating to your or your Merchant Service Provider's actions or your Transactions. |
| Card Network Rules | All rules, programs, regulations, requirements and manuals of the Card Networks. This includes the Chase Requirements applicable to Chase Transactions. |
| Chargeback | A reversal under the Card Network Rules of a Transaction you previously submitted to us to process, including as a result of a dispute by the Card holder or by the bank that issued the Card. |
| ChaseNet | Our ChaseNet payment-processing platform where we directly process Transactions made with Eligible Chase Cards. |
| Chase Pay | Our proprietary "Chase Pay"-branded digital wallet product (together with related software, code, applications, specifications, program interfaces, software development kits, and other tools and materials) that allows our customers to use their Eligible Chase Cards to buy goods or services from merchants with: <br> - the Chase Pay Mobile App at the point of sale <br> - your application, at the point of sale and/or for purchases made within it <br> - our Chase Pay-branded payment button which can be incorporated into your e-commerce websites, or <br> - any third-party mobile applications that may support Chase Pay. |
| Chase Pay Mobile App | Our mobile application software housing Chase Pay with customer payment options and other loyalty solutions. |
| Chase Pay Transaction | A Chase Transaction using Chase Pay, which we process under this Agreement. |
| Chase Requirements | Our rules and requirements for Chase Transactions. |
| Chase Transaction | A Transaction using an Eligible Chase Card, which we process over the ChaseNet platform. Chase Transactions will not include PIN debit transactions unless we have provided you with pricing specific to PIN debit Chase Transactions. |
| Claim | An actual or potential action, loss, claim, dispute, controversy, damage, demand, liability, garnishment, lien, levy or other order, cost or expense, including Special Damages, attorney fees and dispute resolution costs. |
| Confidential Information | Nonpublic information one Party reveals to the other Party or its Affiliates in writing, orally or by other means. Our Confidential Information includes our: <br> - Software, user guides and technology, and <br> - any information about our internal controls and data security practices report (including an SSAE 18, PCI-DSS Attestation of Compliance or Letter of Compliance). |
| Eligible Chase Card | A Card that we or our Affiliates issue and those we determine is eligible for use in Chase Transactions. Eligible Chase Cards are limited to Visa-branded consumer and small business credit and debit Cards. |
| Fee | A charge, cost, fee (including reasonable attorney's fees) or expense relating to the Services, including interchange fees and Card Network Liabilities and those obligations payable by you under any JPMC Document, not including interest. Your Fees may be provided on the Fee Schedule or in another JPMC Document. |
| Fee Schedule | Any JPMC Document that lists the Fees for the Services. For example, the Fee Schedule may be contained in a separate JPMC Document and may also be signed separately, but is subject to the terms of this Agreement. |
| Government Authority | A U.S. or foreign government authority, a U.S. state and political subdivision, and an agency, regulatory (including self-regulatory) authority, department, commission, |

board, bureau, court or tribunal with jurisdiction over a Person, any of its subsidiaries or Affiliates, or their respective properties.

| Instruction | Any kind of instruction you or any Authorized Person gives to us. |
| :---: | :---: |
| JPMC Documents | This Agreement, all Authority Documents, any applications and all other documents relating to the Services. |
| Legal Requirement(s) | Each applicable law, ordinance, decree, requirement, order, judgment, rule, regulation, directive, circular, interpretive letter, guidance or other official release (or a related interpretation) of a Government Authority or a regulatory (including self-regulatory) organization to which a Party (and/or its Affiliates) is subject, including: <br> - all applicable anti-money laundering laws, rules and regulations <br> - "Know-Your-Customer" and Sanctions laws, rules and regulations <br> - Federal Reserve Board Regulations, and <br> - tax regulations. |
| Material Adverse Change | A significant negative change in reputation, property, financial condition, business, liabilities, operations, prospects, affairs or the ability to meet obligations under any of the JPMC Documents as determined by us. |
| Merchant Service Provider | Any third party engaged by you or acting on your behalf that processes, stores, receives, transmits, or can access Card Information. |
| Merchant Mobile App | Any mobile application software developed by you, or on your behalf, that provides services for your customers, including the ability to pay for your goods or services. |
| Organizational Document | A document in Proper Form that: <br> - proves your organization exists, or <br> - controls or establishes governance of your organization. |
| Party/Parties | Individually, you or us, and collectively, you and us. |
| PCI Council | Payment Card Industry Security Standards Council. |
| PCI-DSS | Payment Card Industry Data Security Standards, as adopted by the PCI Council. |
| Person | A natural person, unincorporated sole proprietor, corporation, limited liability company, trust, joint venture, association, company, partnership, Government Authority or other entity. |
| Program Administrator | A Person you authorize to perform administrative and security functions in connection with your commercial cards. |
| Proper Form | The time, manner, form (tangible or electronic) or substance, which we solely determine or agree is satisfactory to us, for delivery of requested or required information. |
| Referral Partner | A third party that has entered into a (i) formal referral relationship with us pursuant to which it referred you to us for payment processing services and/or (ii) preferred pricing program with us. The Referral Partner may be involved in the servicing and maintenance of your account. Referral partners may include, as applicable, without limitation, financial institutions, your franchisor, independent sales organizations, trade associations or groups and service providers. |
| Refund | Any full or partial refund, credit or adjustment issued to a Card for any reason. |


| Related Person | A Party's past, present and future direct and indirect parents and Affiliates and any Authorized Person, director, officer, employee, manager, partner, shareholder, beneficial owner, insurer, Service Provider, agent or attorney, including all successors, subrogees and assigns. |
| :---: | :---: |
| Reserve | Funds we may withhold from you or require you to pay us and which we maintain to protect us against a risk that we reasonably anticipate. |
| Sanctions | Economic or financial sanctions, or trade embargoes that a Government Authority imposes, including the Office of Foreign Assets Control of the U.S. Department of the Treasury. |
| Security Administrator | Any Person you designate as a System Administrator or Security Administrator, or you otherwise authorize to: <br> - receive, exchange and distribute a Security Protocol <br> - receive and distribute Security Procedure materials, documents and account information <br> - define or grant entitlements relating to your accounts and our Services or Software <br> - administer or receive notices regarding any Software or Service on your behalf, including identifying what Service functions, including the Mobile App, each user can access and accepting the JPMC Document governing a Service, or <br> - give us your list of users, if we ask. <br> You will notify us if your Security Administrator changes and any change will not be effective until you notify us and we have a reasonable time to act. |
| Security Breach | Any event that impacts the confidentiality, integrity, or availability of a system or information, including Confidential Information, which may need to be investigated to determine if it needs external reporting. Such events may include unauthorized access, use, or disclosure of Confidential Information. |
| Security Credential | A unique user identification number or name, unique password or unique device. |
| Security Protocol | Any of the following used to authenticate an Authorized Person's identity or authorize an Instruction: <br> - Access Codes <br> - a Security Credential <br> - identification, authorization or authentication codes, biometric identifiers, passwords or encryption algorithms, and <br> - tangible or intangible security tokens, cookies, digital signatures, and private or public keys we issue or approve. |
| Security Standards | Card Network and PCI Council rules, regulations, standards, or guidelines for information privacy and data security, and for safeguarding, sharing and handling Card Information, including the: <br> - PCIDSS <br> - PCI PIN Transaction Security Requirements <br> - Visa Cardholder Information Security Program and Visa Payment Application Best Practices <br> - Discover Information Security and Compliance Program <br> - American Express Data Security Operating Policy, and <br> - MasterCard Site Data Protection Program and POS Terminal Security Program. |
| Settlement Account | A demand deposit account you maintain with us or another financial institution, which you designate to receive settlement funds for Transactions under this Agreement. |


| Services | The services we provide to you related to your acceptance of Cards as payment for the goods and services you sell, including: <br> - authorizing, conveying and settling Transactions <br> - providing any supporting equipment or terminals, and <br> - any related service. |
| :---: | :---: |
| Service Provider | A non-Affiliate vendor we or our Affiliate engages to perform or help perform any actions for an account, Service or Transaction, and over whom we or they maintain reasonable control. For the avoidance of doubt, Service Providers are not our agents. |
| Software | A portal, platform, software, application or Internet website we provide for you to: <br> - access the Services and related activity information, Transaction data, and reports <br> - maintain your account and Services, and <br> - transmit Transactions or other documents. |
| Special Damages | Indirect, special, incidental, speculative, remote, exemplary, punitive or consequential damages, lost profits, loss of business or goodwill, Tax or late payment penalties and damages, including any related to: <br> - systems or equipment issues <br> - access to any online service <br> - Service Providers, and <br> - problems or delays using our Software and Services. <br> For the avoidance of doubt, Special Damages do not include fines, fees, penalties or assessments imposed by any Card Network, and such damages shall be deemed direct damage. |
| Statement | A report of activities, including Transactions and Fees, relating to the Services. |
| Systems | Your browsers, software, hardware, telecommunications equipment or other equipment (and all related policies and procedures), that you use to communicate with us, including your: <br> - email, fax, Internet and cloud services <br> - devices, such as a phone, tablet and laptop, and <br> - computers, workstations, browsers, programs, connections, data or other transmission systems. |
| Taxes | Any taxes (including value-added, sales and similar taxes), levies, imposts, deductions, charges, stamp, transaction and other duties and withholdings (with related interest, penalties, fines and expenses) in connection with the Fees, accounts or other Services (including payments or receipts) except if such taxes are imposed on our overall net income. |
| Terms and Conditions | This document. |
| Transaction | A sale, Refund, Chargeback or other Services related activity in which you and your customer exchange consideration using a Card and which you submit to us for processing. |
| U.S. | United States of America, excluding its possessions and territories unless specified. |
| we, our and us | JPMorgan Chase Bank, N.A. in its capacity as a member of several Card Networks and Paymentech, LLC in its capacity as an authorized processor of Transactions. |

Our customer for whom we provide any Services under this Agreement or any other JPMC Document. You may be referred to in other JPMC Documents as our Customer or the "Merchant".

## Exhibit 1: AMEX OPTBLUE

## American Express OptBlue

## 1. American Express OptBlue Provisions

To participate in the American Express OptBlue Program, you must agree to comply with the requirements, acknowledgments and authorizations specific to your acceptance of American Express Payment Cards set forth in this Exhibit. Further, by participating in American Express OptBlue Program, you agree to the limited manner described in this Exhibit by which American Express may directly market and communicate to you, or use and disclose information you provide in connection with your participation in the OptBlue Program. The "OptBlue Program" is a program under which we and other eligible third party acquirers may enable small merchants (defined as merchants that process American Express card transactions where the gross annual sales amount of such American Express card transactions is One Million U.S. Dollars or less) to accept American Express Payment Cards.

## 2. Acceptance

You hereby agree to accept American Express Payment Cards only in accordance with the terms of this Agreement and the American Express Merchant Operating Guide, as may be amended from time to time and which is located at www.americanexpress.com/merchantopguide, provided however that:
(a) any Claim between us and you arising from or relating in any way to this Agreement, even if relating to acceptance of the American Express Payment Card or otherwise involving or relating to American Express (including claims to which American Express is a party or has a right to join), shall be brought in accordance with the Agreement, and not the dispute resolution provisions of the-American Express Merchant Operating Guide;
(b) American Express's right to provide you information, notify you or otherwise provide you Solicitations (as hereinafter defined) shall be in accordance with Section 5 below and not the-American Express Merchant Operating Guide; and
(c) American Express's right to use Transaction Data and Merchant Data provided to American Express by us shall be in accordance with Section 6 below and not the American Express Merchant Operating Guide.
American Express has asked us to inform you that any claim brought by Merchant against American Express, to which we are not a party, arising from or relating in any way to this Agreement is to be resolved pursuant to the dispute resolution provisions of the American Express Merchant Operating Guide, provided that nothing in this Agreement shall provide any grounds for us to be a party to any claim between you and American Express that does not relate to this Agreement. For purposes of the OptBlue Program, "Merchant Data" means names, postal and email addresses, tax ID numbers, names and social security numbers of the authorized signer of OptBlue Program Merchants and similar identifying information about OptBlue Program Merchants. For clarification, Merchant Data does not include Transaction Data.

## 3. Authorization

You authorize us to submit Transactions to, and receive settlement from, American Express.

## 4. Communication with Merchants

By agreeing to use the "OptBlue" service, you understand and agree that American Express may communicate with you to provide information about the OptBlue Program and other programs regarding the American Express network as set forth below, including:
(a) "welcome acceptance" communications;
(b) communications designed to inform you how to increase Customers' usage of the American Express Card (e.g., information regarding posting of the American Express logo);
(c) communications required by law or to comply with directions from American Express regulators;
(d) communications necessary for you to fulfill or comply with offers made by American Express to its Customers;
(e) communications under certain circumstances where American Express seeks to transfer you to direct card acceptance program with American Express because Merchant's American Express transactions are more than $\$ 1$ million annually or we no longer participate in the OptBlue Program;
(f) communications about programs on the American Express network that are relevant to merchants participating in the OptBlue program, but do not include Solicitations (as defined below); and
(g) communications about the benefits to you of accepting the American Express card, but do not include Solicitations.

## 5. American Express Programs

Although American Express may send you general information about American Express programs (e.g., notifications about the occurrence of American Express's "Small Business Saturday" program or the availability of American Express's "Pay with Points" program), American Express will not directly solicit you to register for, purchase or otherwise obtain products or services unrelated to the OptBlue Program ("Solicitations"). You may, however, receive solicitations from American Express if it has provided the necessary data or consent directly to American Express outside the scope of this agreement). To register for, purchase or otherwise obtain products or services from American Express unrelated to the OptBlue Program, please contact American Express directly by visiting the website http://www.americanexpress.com/privacy or calling American Express at 1-(800)-528-5200.

## 6. Disclosure of Transaction Data and Merchant Data

You understand and agree that we will disclose Transaction Data and Merchant Data to American Express, and American Express may use such information to perform its responsibilities in connection with the OptBlue Program, perform analytics and create reports, to communicate with you in the manner permitted above and for any other lawful purposes (other than Solicitations).

## 7. Protection of Merchant Data

American Express uses reasonable administrative, technical and physical security measures to protect the security and confidentiality of Merchant Data obtained from us under this Agreement. American Express requires industry standard confidentiality and data security measures from third parties who are authorized by American Express to process data on its behalf. American Express only shares data in accordance with its data protection privacy principles, available here: https://www.americanexpress.com/us/content/customer-privacy-principles.html.

## 8. High CV Merchants

You acknowledge that you may be converted from the OptBlue Program to a direct Payment Card acceptance relationship with American Express if and when you becomes a High CV Merchant. You acknowledge that upon any such conversion, processing of any American Express Payment Card will be governed by American Express's then current card acceptance agreement (and not this Agreement) and American Express will be solely responsible for setting pricing and other fees payable by you for acceptance of any American Express Payment Card. For purposes of this Agreement, a High CV Merchant is defined as a Merchant with greater than $\$ 1,000,000$ in Charge Volume in a rolling 12 month period.

## 9. No Assignment of Payments

You will not assign to any third party any payments due you under this Agreement. All indebtedness arising from charges will be for bona fide sales of goods or services (or both) at your establishments and free of liens, claims and encumbrances other than ordinary sales taxes. The prohibition on assigning payments due you, however, does not apply to the sale of Transaction receivables to us, our Affiliates or a partner of our or our Affiliates that provides cash advance funding.

## 10. Refund Policies

You acknowledge that your refund policies for purchases by American Express Payments Cards must be at least as favorable as its refund policy for purchases made on Payment Cards of other Payment Brands. You agree to disclose to holders of American Express Payment Cards the refund policy at the time of purchase and in accordance with Applicable Law.

## 11. Collection for Cardholders

You may not collect or attempt to collect from any holder of American Express Payment Cards for any purchase or payment on an American Express Payment Card unless: (A) the charge has been charged back to you; (B) you have accepted/paid the charge (i.e., no Chargeback reversal has been processed); and (C) you have a right to collect or attempt to collect funds to recover unpaid amounts lawfully owed to you by such holder American Express Payment Cards.

## 12. NOTICE REQUIRED BY AMERICAN EXPRESS

American Express requires that we inform you that (i) American Express charges us a wholesale discount rate and not interchange and (ii) American Express operates a non-interchange based network.

## 13. Waiver of Right to Contest Jurisdiction; Waiver of Jury Trial; Arbitration

## PLEASE READ THIS PROVISION CAREFULLY. IT PROVIDES THAT ANY CLAIM MAY BE RESOLVED BY BINDING ARBITRATION. <br> WITH BINDING ARBITRATION YOU ACKNOWLEDGE AND AGREES THAT: <br> (a) YOU ARE GIVING UP YOUR RIGHT TO HAVE A TRIAL BY JURY TO RESOLVE ANY CLAIM ALLEGED AGAINST US OR RELATED THIRD PARTIES; <br> (b) YOU ARE GIVING UP YOUR RIGHT TO HAVE A COURT RESOLVE ANY CLAIM ALLEGED AGAINST US OR RELATED THIRD PARTIES; AND <br> (c) YOU ARE GIVING UP YOUR RIGHT TO SERVE AS A REPRESENTATIVE, AS A PRIVATE ATTORNEY GENERAL, OR IN ANY OTHER REPRESENTATIVE CAPACITY, AND TO PARTICIPATE AS A MEMBER OF A CLASS OF CLAIMANTS, IN ANY LAWSUIT OR ARBITRATION FILED AGAINST US AND RELATED THIRD PARTIES. <br> In the absence of this arbitration agreement, you may otherwise have had a right or OPPORTUNITY TO LITIGATE CLAIMS THROUGH A COURT BEFORE A JUDGE OR A JURY AND TO PARTICIPATE OR BE REPRESENTED IN LITIGATION FILED IN COURT BY OTHERS (INCLUDING CLASS ACTIONS). BUT, EXCEPT AS OTHERWISE PROVIDED ABOVE, THOSE RIGHTS, INCLUDING ANY RIGHT TO A JURY TRIAL, ARE WAIVED AND ALL CLAIMS MUST NOW BE RESOLVED THROUGH ARBITRATION.

(a) Any claim, dispute, or controversy relating to acceptance of the American Express Payment Card or otherwise involving or relating to American Express ("Claim") by either you or us against the other, or against the officers, directors, employees, agents, parents, subsidiaries, affiliates, beneficiaries, agents, successors, or assigns of the other, arising from or relating in any way to this Agreement or to the relationship formed between the parties as a result of this Agreement, including Claims regarding the applicability of this arbitration clause or the validity of the entire Agreement, shall be resolved exclusively and finally by binding arbitration administered by the American Arbitration Association ("AAA").
(b) All Claims are subject to arbitration, no matter what theory they are based on. This includes Claims based on contract, tort (including intentional tort), fraud, agency, your or our negligence, statutory or regulatory provisions, or any other source of law.
(c) Claims and remedies sought as part of a class action, private attorney general, or other representative action are subject to arbitration on an individual (non-class, non-representative) basis only, and the arbitrator may award relief only on an individual (non-class, non-representative) basis. You and us will agree on another arbitration forum if the AAA ceases operations.
(d) The arbitration will be conducted before a single arbitrator and will be limited solely to the Claim between you and us. The arbitration, or any portion of it, will not be consolidated with any other arbitration and will not be conducted on a class-wide or class action basis. The prohibition against class action contained in this Section shall be non-severable from the remainder of this Section.
(e) If either party prevails in the arbitration of any Claim against the other, the non-prevailing party will reimburse the prevailing party for any fees it paid to the AAA in connection with the arbitration, as well as for any reasonable attorneys' fees incurred by the prevailing party in connection with such arbitration.
(f) Any decision rendered in such arbitration proceedings will be final and binding on the parties, and judgment may be entered in a court of competent jurisdiction.
(g) Rules and forms of the AAA may be obtained and Claims may be filed at any AAA office, www.adr.org, or 335 Madison Avenue, New York, NY 10017, telephone 1-800-778-7879. Any arbitration hearing at which Merchant appears will take place at a location within New York County, New York, New York. This arbitration agreement is made pursuant to a transaction involving interstate commerce, and shall be governed by the Federal Arbitration Act, 9 U.S.C. §§ 1-16. This arbitration agreement applies to all Claims now in existence or that may arise in the future.
(h) Nothing in this Agreement shall be construed to prevent any party's use of (or advancement of any Claims, defenses, or offsets in) bankruptcy or repossession, replevin, judicial foreclosure, or any other prejudgment or provisional remedy relating to any collateral, security, or other property interests for contractual debts now or hereafter owned by either party to the other.

## 14. Conveyed Transactions

If you accepted American Express Payment Cards through the American Express OptBlue Program and no longer can do so because you became a High CV Merchant, in order to accept American Express Payment Cards through Conveyed Transactions, you must enter into a direct relationship with American Express by executing American Express's then current card acceptance agreement.

## FRANCHISEE SERVICING AGREEMENT

## THIS FRANCHISEE SERVICING AGREEMENT ("Agreement") is made as of the Effective Date below, by and between SNAP-ON CREDIT LLC ("Snap-on Credit") and the undersigned Franchisee ("Franchisee").

Snap-on Credit has established various programs that allow Snap-on franchisees to offer their qualified customers financing for purchases of Products. These Programs are described more fully in the Program Terms, as it is updated from time to time.

Signing this Agreement is entirely voluntary; however, Snap-on Credit will not purchase Extended Credit Contracts or other receivables from Franchisee unless Franchisee signs this Agreement.

This Agreement sets forth the rights and obligations of Snap-on Credit and Franchisee with regard to Franchisee Paper and Serviced Franchisee Paper.

## THE PARTIES AGREE THAT:

In consideration of the agreements set forth below, including without limitation, Snap-on Credit's purchase of Franchise Paper offered by Franchisee, and other good and valuable consideration, the receipt and sufficiency of which are acknowledged, the parties, intending to be legally bound, agree as follows:

## 1. Definitions.

(a) "Affiliate" means any corporation or other entity that controls, is controlled by or is under common control with Snap-on Credit, including without limitation, Snap-on.
(b) "Applicable Laws" means all federal, state and local statutes and regulations applicable to this Agreement and the transactions contemplated by this Agreement, including by way of examples and not as a limitation, and without necessarily recognizing their applicability: usury laws, retail installment or credit sales laws, payment collection laws, anti-money laundering laws, the Uniform Commercial Code and the federal laws (or comparable state laws) applicable to credit transactions, such as (by way of example and not a limitation), Section 5 of the Federal Trade Commission Act, the Fair Credit Reporting Act, Equal Credit Opportunity Act, the USA Patriot Act and Bank Secrecy Act. .
(c) "Collateral" means the following property of Franchisee, whether now owned or hereafter acquired, and whether tangible or intangible: inventory, tools, equipment, vans, accounts, cash in any currency, contract rights, general intangibles, chattel paper, revolving accounts, Extended Credit Contracts, credit sales contracts, Open Accounts, leases, insurance policies, documents, deposits, all other accounts, Franchisee's EC Reserve, customer lists, books, records, catalogues, sales aids, computers, computer programs and data, and any replacements, substitutions, additions, accessions or proceeds thereof.
(d) "Extended Credit Contract" means a conditional sales contract or similar installment contract, in a form acceptable to Snap-on Credit, representing Product sales financed by Franchisee.
(e) "Customer" means the purchaser of Products under any Franchisee Paper or Serviced Franchisee Paper.
(f) "EC Reserve" means the reserve maintained by Snap-on to which certain funds are credited and debited, all for the benefit of Snap-on Credit, and as provided in this Agreement and the Program Terms.
(g) "Franchise Agreement" means the agreement(s) between Franchisee and Snap-on, authorizing Franchisee to act as a Snap-on franchisee.
(h) "Franchisee Paper" means any paper or electronic document and/or other electronic data evidencing a Customer's obligation to pay Franchisee that is sold and assigned to Snap-on Credit.
(i) "List of Calls" has the meaning assigned to it in the Franchise Agreement.
(j) "Net Cash Price" means an amount equal to the total price, including tax and other charges of the Products sold to a Customer under an Extended Credit Contract, minus the down payment, trade-in allowance or other cost reductions. Net Cash Price only includes new sales set forth on the Credit Sale Contact.
(k) "Outstanding Balance" means the total of the remaining payments and other amounts due under any Extended Credit Contract, whether those payments are past due, due, or due in the future together with any other amounts owed at that time (which may include, without limitation, unpaid interest, collection costs, repossession, recovery, remarketing and/or legal fees), except that upon prepayment or after a default of an Extended Credit Contract, the Outstanding Balance will not include unearned finance charges.
(I) "Products" means the tools and equipment sold by Franchisee in compliance with the Franchise Agreement and the Program Terms, and otherwise acceptable for inclusion by Snap-on Credit.
(m) "Program(s)" means various programs developed by Snap-on Credit that allows Snapon franchisees the ability to offer their qualified customers financing for purchases of Products. The Program(s) is/are described more fully in the Program Terms.
(n) "Program Terms" means the Snap-on Credit "Program Manual", or any procedures or other rules promulgated by Snap-on Credit or an Affiliate, concerning any of the Programs, as amended from time to time.
(o) "Qualified Transaction" means a sale of Products pursuant to an Extended Credit Contract to which each of the following criteria apply:
(i) The Customer's obligations are valid and enforceable;
(ii) The transaction is evidenced by all documents and/or electronic data required by Snap-on Credit, in which the signatures, names, addresses, amounts and other statements and facts (such as, the unpaid balance, down payment and trade-in) are in all respects genuine, legible, accurate and complete; and an accurate and complete copy of all Customer documents was given to the Customer at the time of the sale;
(iii) The transaction and accompanying documents comply with the terms and conditions of this Agreement and the Program Terms; and the sale of Products is a bona fide transaction in the ordinary course of business and for a business or commercial purpose and use (and not constituting inventory of Customer); provided, however, that Snap-on Credit will determine to its own satisfaction that any forms provided to Franchisee by Snap-on Credit comply with Applicable Laws;
(iv) The Products have been delivered to the Customer as set forth in the documents evidencing the transaction, are to be used by the Customer, have been delivered in satisfactory condition, have been accepted by the Customer and have not been returned; and
(v) There has been no act or omission by Franchisee involving negligence, fraud or dishonesty including without limitation, any failure by Franchisee to advise Snap-on Credit of a material fact or circumstance regarding a Customer's creditworthiness or identity, commercial status, or other circumstances which could impair the enforceability or collection of the Franchisee Paper, that was known by Franchisee when Snap-on Credit purchased the Franchisee Paper.
(p) "Recourse Percentage" means, with respect to any Franchisee Paper, the percentage of net loss liability established at the time of origination that the franchisee agrees to accept in the event such Franchisee Paper is recognized as a loss by Snap-on Credit. Generally, this is 25\%, but this percentage can vary up to $100 \%$ for special programs.
(q) "Reserve Requirement" means an amount up to $15 \%$ of the Net Cash Price of the Franchisee Paper as designated by Snap-on Credit from time to time with 30 days written notice.
(r) "Retail Value" means the fair resale value of a Product, determined by Franchisee and Snap-on Credit, with reference to the list price of the same or equivalent Product, but also taking into account the condition of the particular item at the time of repossession.
(s) "Sale Proceeds" means the price of repossessed or surrendered Products resold by Snap-on Credit, minus Snap-on Credit's costs of repossession, foreclosure and/or resale.
(t) "Serviced Franchisee Paper" means Extended Credit Contracts, or other receivables owned by Snap-on Credit that Franchisee did not initiate but which relate to customers on Franchisee's List of Calls.
(u) "Snap-on" means Snap-on Tools Company LLC, its successors and assigns.
(v) "Weekly Invoice" means the invoice given by Snap-on to Franchisee on a weekly basis detailing amounts Franchisee owes, the Reserve Account and otherwise.
2. Assignment of Franchisee Paper. Franchisee may, in Franchisee's sole discretion, offer to sell and assign Extended Credit Contracts to Snap-on Credit. Snap-on Credit, in its sole discretion, may purchase and accept assignment of Extended Credit Contracts offered by Franchisee. Upon Snap-on Credit's acceptance of the sale and assignment of Extended Credit Contracts, Snap-on Credit shall have sole title to the Franchisee Paper, the sole right to receive payments pursuant to such Franchisee Paper, and holds all rights and remedies available thereunder (including, but not limited to, payments, collateral rights, transactional fees, etc.), and Franchisee has no right, title or interest to or in the same, unless and until the transaction is assigned back to Franchisee in accordance with this Agreement and the Program Terms. Franchisee is deemed to have sold and assigned, and Snap-on Credit is deemed to have accepted and purchased, any Franchisee Paper with respect to which Snap-on Credit causes Franchisee to receive the Net Cash Price (less any applicable Reserve Requirement) pursuant to Section 3 (b).

## 3. Terms Applicable to Purchases of Franchisee Paper.

(a) Snap-on Credit's purchase or other funding of any Extended Credit Contracts is subject to such terms, conditions and procedures as may be contained in this Agreement and the Program Terms. Snap-on Credit is not required to purchase or otherwise accept assignment of any Extended Credit Contract regardless of any approval until all documentation required by Snap-on Credit is received. Approvals provided before the time of purchase may be rescinded by Snap-on Credit at any time without notice. Required documentation will be on forms supplied by Snap-on Credit and may include among other things, a Customer application, the original Extended Credit Contract, other documents evidencing the transactions and Products sold, and, if requested, a written assignment of the Extended Credit Contract to Snap-on Credit (or a designated Affiliate).
(b) If Snap-on Credit purchases and accepts assignment of any Extended Credit Contracts, then upon receipt of all required documents, Snap-on Credit will pay Franchisee the Net Cash Price (less any Reserve Requirement) for such contracts either by (a) causing Snap-on to credit the amount to Franchisee's Weekly Invoice or (b) by mutual agreement, remitting such amount directly to Franchisee via electronic payment or check.
(c) Franchisee authorizes Snap-on Credit to file a Uniform Commercial Code financing statement and will cooperate with any other reasonable requests of Snap-on Credit in order to help Snap-on Credit secure and perfect its interest in the Franchisee Paper and other Collateral as set forth in this Agreement.
4. Program Terms. Franchisee will observe all applicable requirements contained in this Agreement and in the Program Terms, all of which are intended to preserve the integrity of Franchisee Paper and Serviced Franchisee Paper transactions. The Program Terms may be amended by Snap-on Credit from time to time, and Franchisee will observe each amended requirement from the effective date of each such amendment. All amendments will be provided to Franchisee by delivering a copy to Franchisee by electronic delivery either directly or by notice of posting to a common secure internet location, by first class U.S. mail at the then current address of Franchisee as reflected in the records of Snap-on Credit, or as otherwise set forth in the Program

Terms. Unless otherwise provided in this Agreement, any amendment to the Program Terms will be effective on the date indicated thereon, which will not be less than two (2) business days after the date of electronic delivery or mailing, or, if no effective date is indicated, on the fourth ( $4^{\text {th }}$ ) business day after the date of electronic delivery or mailing.
5. Computer; Electronic Commerce and Communication. Snap-on Credit conducts the majority of its activities via electronic means and over the internet. In order to interface with Snapon Credit electronically, Franchisee, at Franchisee's expense and effort, will: (i) subscribe to and utilize a reliable and secure internet service provider or other electronic communication service; (ii) obtain and use secure electronic point of sale equipment, electronic signature pad, computer equipment, and other communication services compatible with the Snap-on Credit software programs; and (iii) use the forgoing to communicate, exchange, transmit or receive information and data for invoicing, Franchisee Paper and/or Serviced Franchisee Paper details and other Customer and Franchisee (and Snap-on Credit related) credit operations information and transactional data. Snap-on Credit is not liable for any damage or loss to Franchisee including, but not limited to: lost profits; delayed orders; delayed, inaccurate, or lost credit decisions; contract acceptance; product sales; payment posting; Franchisee's Weekly Invoice posting; or any other transaction transmitted via any means or the like which are the result of any outage or delay related to electronic transmission of information, whether by the internet or otherwise, or as the result of Franchisee's failure to access the information. Franchisee will verify, in a timely manner, the accuracy of any electronic transmission of information. Snap-on Credit may make use of any information furnished to Snap-on Credit to conduct its business, which may include, without limitation, market research and/or analysis.

## 6. Compliance with Laws; Indemnification.

(a) Franchisee is responsible for complying with all Applicable Laws governing Franchisee's conduct and activities with respect to Franchisee Paper and Serviced Franchisee Paper, the transactions thereunder and under this Agreement, and shall ensure that no person or persons who own a majority of the ownership interests in, or who control, the Franchisee shall be listed on the Specially Designated Nationals and Blocked Person List or other similar list maintained by the U.S. Department of Treasury, Office of Foreign Assets Control. Franchisee is also responsible for ensuring compliance with Applicable Laws by Franchisee's employees and independent contractors acting on behalf of Franchisee. A violation of the Applicable Laws or this Agreement by Franchisee's employees or independent contractor is considered a breach of this Agreement by the Franchisee.
(b) In addition to every other right and remedy of Snap-on Credit in this Agreement or by law, Franchisee agrees to indemnify, defend and hold Snap-on Credit and its Affiliates harmless from and against any liability, claim, loss or expense (including, without limitation, all legal fees and costs) Snap-on Credit or any Affiliate incurs relating to or arising out of:
(i) Any violation or breach by Franchisee of any representation, warranty or provision of this Agreement or the Program Terms;
(ii) Any actual, or if brought by a third party any actual or alleged, violation or breach of any duty or obligation of Franchisee under Applicable Laws;
(iii) Any Franchisee Paper that is not a Qualified Transaction;
(iv) The return of Products, price adjustments, and differences in copies of Franchisee Paper given to Customers that differ from the documents originally assigned to and accepted by Snap-on Credit evidencing the transaction;
(v) Any misrepresentation by Franchisee with respect to any Franchisee Paper or associated documentation;
(vi) The unauthorized use or abuse of any document or any portion of any document which is provided to Franchisee by Snap-on Credit or Snap-on for use with the Program;
(vii) The use of any financing program to extend credit to Customers that is not approved by Snap-on Credit or Snap-on;
(viii) Failure to maintain any status, license or tax obligation that affects Snap-on Credit's ability to recover amounts due under any Franchisee Paper or Serviced Franchisee Paper and/or
(ix) Any of the foregoing events with respect to any action of any employee or agent of Franchisee.
(c) In the event of any breach of this Agreement by Franchisee where such breach negatively effects Snap-on Credit's rights or ability to enforce any Franchisee Paper, Serviced Franchisee Paper or similar contract held by Snap-on Credit, and without limiting any other rights Snap-on Credit may have under this Agreement or by law, Franchisee will pay Snap-on Credit the Outstanding Balance for such transaction. Snap-on Credit may collect the Outstanding Balance by directing Snap-on to charge Franchisee's Weekly Invoice or requiring Franchisee to pay Snapon Credit directly. Payment to Snap-on Credit under this section does not necessarily result in an assignment of the underlying transaction to Franchisee. Snap-on Credit will make a reassignment decision in its discretion notify Franchisee of its decision.
(d) The indemnification obligations in this Section 6 survive termination of this Agreement.
7. Returns or Adjustments. Unless approved by Snap-on Credit, Franchisee will not accept a return of any Product sold pursuant to any Franchisee Paper or Serviced Franchisee Paper. Franchisee will not alter the terms of any Franchisee Paper or Serviced Franchisee Paper without the express written consent of Snap-on Credit. Within one week of any return, repossession or other adjustment to Products under an Extended Credit contract, Franchisee will notify Snap-on Credit of any returns, substitutions or adjustments for any Products sold pursuant to any Franchisee Paper or Serviced Franchisee Paper.

## 8. Franchisee Collections.

(a) Except as otherwise agreed in writing by Snap-on Credit, in consideration of this Agreement, Franchisee will collect payments from Customers on Franchisee Paper and Serviced Franchisee Paper (if requested by the Customer or Snap-on Credit) in accordance with the periodic payment terms of the applicable Franchisee Paper or Serviced Franchisee Paper and remit those collections to Snap-on Credit as soon as possible and in any event no later than seven (7) days after receipt. When obtaining payments from Customers, Franchisee is acting as Customer's agent and will hold funds in trust for the benefit of Customer and timely remit them to Snap-on Credit. Franchisee is not Snap-on Credit's agent for any purposes with respect to such collections. Nothing in this Agreement precludes Customers from making payment directly to Snap-on Credit, and Snap-on Credit may at any time require the Customer to make payments directly to Snap-on Credit for obligations owed to Snap-on Credit. Unless otherwise directed by Snap-on Credit, Franchisee will remit the collections belonging to Snap-on Credit via Snap-on Credit's preferred electronic interface. All payments to Snap-on Credit not made by electronic interface will be in United States dollars, by check or money order, or if required by Snap-on Credit, by certified funds, payable to Snap-on Credit, or as otherwise provided in the Program Terms. Third party checks will not be accepted. To the extent permitted by applicable law, Franchisee may be assessed an NSF Check Charge of $\$ 25.00$ (or the maximum permitted by applicable law if less), for any payment made by Franchisee to Snap-on Credit that is returned for non-sufficient funds.
(b) Franchisee acknowledges that Customers may move among various Snap-on franchisees' Lists of Calls. As it relates to recourse obligations under Section 11, Franchisee agrees that, subject to any special instructions by Customer, credit for collections received by Snapon Credit with respect to any Customer, or credits to such Customer's obligations under a particular Franchisee Paper or Serviced Franchisee Paper account, (unless otherwise specified by the Customer) will be allocated pro rata by Snap-on Credit based on the total Outstanding Balance and credited to each Snap-on franchisee who originated the Franchisee Paper or Serviced Franchisee Paper. Snap-on Credit reserves the right to round allocations to the nearest dollar.
(c) Franchisee agrees to advise Snap-on Credit, on a weekly basis, of any missed collections, deficiencies or late payments by any Customer related to Franchisee Paper and Serviced Franchisee Paper.
(d) Franchisee will maintain delinquency standards for all Franchisee Paper and Serviced Franchisee Paper in accordance with the Program Terms. Failure to maintain and sustain minimum requirements or failure to remit collections from Customers on a timely basis, may result in Snapon Credit restricting Franchisee's access to certain programs and promotions or termination of this Agreement.
9. Franchisee's Responsibilities. In addition to the obligations of Franchisee stated in this Agreement, Franchisee will:
(a) Pay when due all applicable taxes (including but not limited to sales tax) arising out of any sale under Franchisee Paper;
(b) Preserve all records of Franchisee Paper and Serviced Franchisee Paper transactions, if not delivered to Snap-on Credit, for the longer of: (i) the term of the applicable agreement plus seven years, or (ii) seven years from the date of the last transaction (or such other period as may be specified in the Program Terms) and permit Snap-on Credit to examine and verify same at any reasonable time;
(c) Permit Snap-on Credit, in Franchisee's name, to endorse all notes, checks and other remittances from Customers with respect to Franchisee Paper or Serviced Franchisee Paper;
(d) Execute and file such statements and notices as Snap-on Credit may request to preserve or perfect its interests hereunder and under Franchisee Paper; and
(e) Promptly notify Snap-on Credit of any Customer complaint concerning Products, Franchisee's or Snap-on Credit's performance under this Agreement, Customer's statements concerning the removal of or imminent sale of any collateral under any Franchisee Paper or Serviced Franchisee Paper, or other concerns about the Snap-on Credit programs recognized or identified as a complaint..

## 10. Representations and Warranties, Materiality.

(a) Originations: As to any Franchisee Paper, and the transaction evidenced thereby, Franchisee represents and warrants to Snap-on Credit at all applicable times that:

1. With respect to all credit applications submitted by Franchisee, Franchisee has obtained valid signed authorization and permissible purpose for Snap-on Credit to make an inquiry on such Customer's credit bureau reports, and has made all communications required by Applicable Law regarding any credit decisions to such Customers.
2. The transaction arose from the sale of the Products described on the face of the Franchisee Paper.
3. Franchisee has performed or will perform all of its obligations to Customer in connection with the Franchisee Paper.
4. The transaction did not involve a sale, lease, advance of cash or other form of loan, other than the credit sale of the Products on the Franchisee Paper.
5. Franchisee conveyed clear title to the Products at the time of the sale to the Customer, free of any liens or claims, except liens in favor of Snap-on Credit or an Affiliate.
6. At the time of assignment to or acceptance by Snap-on Credit, Franchisee had valid title to the Franchisee Paper, free of any liens or claims.
7. The Franchisee Paper constitutes in all respects and at all times a Qualified Transaction.
8. The products sold to Customer are Products, as defined by this Agreement.
9. Customer has not made any payments for the Products except as stated on the face of the Franchisee Paper or otherwise remitted to Snap-on Credit.
10. Franchisee has provided a copy of the signed Franchisee Paper to the Customer.
11. Customer has acquired the Products for Customer's primary use in their business or trade and not for personal, family or household use, nor for use by another party.
(b) Servicing: As to any Franchisee Paper or Serviced Franchisee Paper:
12. Franchisee has remitted and shall remit to Snap-on Credit, on a timely basis, all payments made by Customers for applicable Franchisee Paper and has not made payments on behalf of any Customers that have not authorized such payment.
13. Franchisee has not accepted any and will not accept Products in trade or for credit, nor accepted a voluntary surrender, nor made a repossession from any Customer, except as allowed in this Agreement and the Snap-on Credit Program Manual.
14. Franchisee has not misrepresented the status of Franchisee's delinquencies or collections nor misleads Snap-on Credit when qualifying for any promotional opportunity being offered by Snap-on Credit.
15. Franchisee has provided a copy to customer of all receipts for each payment made.
16. Franchisee will ensure that all individuals that work with the Snap-on Credit programs on behalf of Franchisee or have access to data related to such program have received appropriate training to enable franchisee to comply with all Applicable Laws and this Agreement.
17. Franchisee shall maintain all its other representations, warranties and obligations in this Agreement.
(c) Each of the representations and warranties in subsection (a) and (b) hereof is material to Snap-on Credit's agreements hereunder. If any of them is breached or is erroneous, Franchisee unconditionally promises to pay Snap-on Credit, on demand, the full amount of the Outstanding Balance of that Franchisee Paper at issue and to otherwise indemnify Snap-on Credit and Affiliates pursuant to Section 6(b) above. Franchisee authorizes Snap-on Credit to cause Snap-on to charge all such amounts on Franchisee's Weekly Invoice. Franchisee's representations and warranties in this Agreement survive the delivery or acceptance of the Franchisee Paper by Snap-on Credit, and at no time will Snap-on Credit or any Affiliate be deemed to have waived its right to strict compliance with Franchisee's obligations in this Agreement and the Program Terms, even after its purchase of such Franchisee Paper in accordance with Section 3(b). Additionally, if Franchisee breaches any Program Terms, Snap-on may limit, suspend, or end Franchisee's use of promotional programs related to Franchisee Paper.

## 11. Default, Repossession, and Recourse Obligations.

(a) Repossession Assistance. Upon request, Franchisee will assist Snap-on Credit in repossessing or recovering Products after the Customer defaults under Franchisee Paper or Serviced Franchisee paper, if the Customer is in or near Franchisee's List of Calls. Franchisee will conduct and record an inventory of any such repossession. The repossession will be without additional charge to Snap-on Credit and in accordance with the procedures for repossession in the Program Terms and any Applicable Laws. Franchisee will hold any repossessed or recovered Product for the benefit of Snap-on Credit and will not sell or otherwise dispose of it until directed by Snap-on Credit in writing. Franchisee will provide Snap-on Credit an estimation of the Retail Value of any repossessed or surrendered Product on a timely basis in accordance with the Program Terms. At the request of Snap-on Credit, Franchisee will provide photographs and a written description of any repossessed Products.
(b) Sale of Repossessed Products by Snap-on Credit. Franchisee agrees to offer to repurchase from Snap-on Credit all repossessed Products relating to any Franchisee Paper or Serviced Franchisee Paper, subject to the terms of this section.

1) Surrendered Products. Snap-on Credit may, in its reasonable discretion and in accordance with Applicable Laws, agree to permit a Customer to surrender one or more Products to Snap-on Credit in full, or partial, satisfaction of that Customer's obligations under any Franchisee Paper or Serviced Franchisee Paper. At the request of Snap-on Credit, Franchisee will offer to purchase such Products for a price equal to the greater of: (A) the Customer's Outstanding Balance,
but not to exceed the Retail Value of such Products; or (B) $75 \%$ of the Retail Value of such Products.
2) UCC Foreclosure Sales. Snap-on Credit may conduct a public or private foreclosure sale with respect to its security interest in repossessed Products owned by a Customer who has defaulted on obligations to Snap-on Credit under any Franchisee Paper or Serviced Franchisee Paper.
(i) Public foreclosure sales. If Snap-on Credit conducts a public sale of the repossessed Products under the Uniform Commercial Code of any state, Franchisee will be deemed to have submitted an irrevocable bid at the public sale equal to the greater of: (A) the Customer's Outstanding Balance, but not to exceed the Retail Value of such Products; or (B) $75 \%$ of the Retail Value of such Products.
(ii) Private foreclosure sales. If Snap-on Credit elects to sell the repossessed Products in a private sale under the Uniform Commercial Code of any state, Franchisee will submit to Snap-on Credit a written offer to purchase such Products for an amount equal to the greater of: (A) the Customer's Outstanding Balance, but not to exceed the Retail Value of such Products; or (B) $75 \%$ of the Retail Value of such Products. Any such offer to purchase will be submitted within the time period and in the manner provided in the Program Terms. Snap-on Credit may reject any such offer to purchase in its sole and absolute discretion. To the extent that any purchase by Franchisee under this section would be deemed a transfer of collateral under 9-618 of the Revised Uniform Commercial Code, Franchisee acknowledges that after such sale, Franchisee will have all of the rights and obligations of a secured party with respect to the Customer and the repossessed Products, including the duty of giving to the Customer notices and an accounting as to any excess proceeds realized by Franchisee on subsequent resale of the Products.
3) No Warranties. All purchases of Products by Franchisee pursuant to this section will be on an "AS IS" and "WHERE IS" basis.
(c) Authorization for Charges. Franchisee authorizes Snap-on Credit to cause Snap-on to credit or charge Franchisee's Weekly Invoice or the Reserve Account for all amounts payable under this Section 11.

## 12. Further Recourse and Loss-Sharing Obligation of Franchisee, Recovery Proceeds.

(a) If Customer defaults under Franchisee Paper, Franchisee will pay, if demanded by Snap-on Credit, $25 \%$ (or up to $100 \%$ for special Programs depending on the Recourse Percentage for that Franchisee Paper) of the Outstanding Balance of Franchisee Paper and: (1) Snap-on Credit, if Snap-on Credit determines, in its sole discretion, that repossession or recovery of Products or other collateral securing a Customer's obligations is impractical or uneconomical; or (2) the Sale Proceeds in connection with resale of repossessed Products are less than the Outstanding Balance.

Franchisee authorizes Snap-on Credit to cause Snap-on to charge Franchisee's Weekly Invoice or the Reserve Account for any amount due under this Section 12, or, on demand, will pay Snap-on Credit directly.
(b) In the event Snap-on Credit collects any portion of the defaulted Franchisee Paper after Franchisee makes the required payments under this Section 12, Snap-on Credit will pay or cause Snap-on to credit Franchisee's Weekly Invoice 25\% (or up to 100\% for special Programs depending on the Recourse Percentage paid by Franchisee) for Franchisee Paper of the amounts received, after deducting all costs of collection, up to the total recourse amount paid to Snap-on Credit by Franchisee in relation to the defaulted Franchisee Paper. Nothing herein will be deemed to impose on Snap-on Credit any duty whatsoever to collect amounts outstanding on any Franchisee Paper.

## 13. Security Requirement - EC Reserve.

(a) To secure Franchisee's performance of obligations under this Agreement, Franchisee will deliver to Snap-on Credit (or Snap-on Credit may retain) the Reserve Requirement for each Franchisee Paper purchased by Snap-on Credit. The Reserve Requirement will be credited to the Reserve Account and deducted from the payments or credits issued by Snap-on Credit to

Franchisee. Franchisee authorizes Snap-on Credit to cause Snap-on to charge and show the credits of these amounts on Franchisee's Weekly Invoice. Amounts credited to the Reserve Account may be commingled with Snap-on's general funds and there is no obligation to pay interest on such amounts. If Snap-on chooses to pay interest on such amounts, Snap-on Credit will cause Snap-on to credit Franchisee with interest on the total amount in the Reserve Account as of the month-end closing date at the rate of interest that Snap-on may determine from time to time.
(b) To secure Franchisee's performance of obligations under this Agreement, Franchisee further grants Snap-on Credit a security interest in the Collateral. This provision survives termination of this Agreement. On execution of this Agreement, and as otherwise reasonably required by Snap-on Credit, Franchisee will sign any documents reasonably requested by Snapon Credit for the purpose of evidencing or perfecting its security interest and will cooperate with Snap-on Credit in making appropriate UCC filings to perfect that security interest. Further, to the extent permitted by and subject to Applicable Law, Franchisee hereby grants Snap-on Credit or its agent or assigns the power of attorney and right to sign on behalf of Franchisee and file or record, any and all such financing statements and related documents as may be necessary to perfect or maintain the security interest granted by Franchisee under this Agreement. Franchisee authorizes Snap-on Credit the right to describe the Collateral in any financing statement as, among other things: "all business assets." This statement in any financing statement will not expand or limit the property given as security for performance of obligations under this Agreement.
(c) If Franchisee fails to timely perform any financial obligation contained in this Agreement, Snap-on Credit will have the immediate right (and may cause Snap-on) to set-off and deduct the amount of that obligation on the Franchisee's Weekly Invoice and/or to deduct the amount from any other moneys Snap-on Credit, Snap-on or an Affiliate may hold or owe Franchisee. If the amount in the Reserve Account and/or the Weekly Invoice balance is not sufficient to cover the amount of any obligation, then Franchisee will pay to Snap-on Credit on demand any remaining amounts owed.
(d) Provided that Franchisee is not in default under the Franchise Agreement or this Agreement, Snap-on may direct that the amount of the Reserve Account that exceeds $15 \%$ (or such lesser amount as Snap-on Credit may designate from time to time) of the total Outstanding Balance of all Franchisee Paper collected or serviced by Franchisee, be returned to Franchisee or credited to Franchisee's Weekly Invoice.
(e) Snap-on Credit may apply the Reserve Account to any indebtedness due or which may become due from Franchisee to Snap-on Credit or an Affiliate up to 120 days after termination of the Franchisee Agreement or for such longer period as may be reasonably necessary to properly compute such indebtedness. Any application or release of the Reserve Account by Snap-on Credit shall not relieve Franchisee of the obligations described in Section 22 of this Agreement.
(f) Snap-on Credit may create or support a special Program that may require a permanent holdback of a certain amount of the Net Cash Price, for the benefit of Snap-on Credit. The permanent holdback amount will be designated by Snap-on Credit in writing at the time the special Program is created or otherwise presented.
14. Approvals and Waivers. No waiver by either party of any provision of this Agreement will be deemed a waiver of any other provision of this Agreement or of any subsequent breach by the other party of the same. Any party's consent to, or approval of, any act is not consent to or approval of any subsequent act.

## 15. Dispute Resolution.

(a) Mediation. Except as otherwise provided in Section 15(c), the parties agree to attempt to resolve any controversy or dispute arising out of, or relating to this Agreement or Franchisee's relationship with Snap-on Credit, or the termination of this Agreement, including, but not limited to, any claim by Franchisee, or any person in privity with or claiming through, on behalf of or in the right of Franchisee must be submitted to non-binding mediation prior to any matter being submitted to arbitration. This provision applies only to controversies and disputes that are specific to

Franchisee, or any person in privity with or claiming through, on behalf of or in the right of Franchisee and not to issues that affect Snap-on franchisees generally. Any such mediation will be held within 60 days after a demand for mediation is made by either party by notice to the other party. The mediation will be conducted in the state in which Franchisee resides or a mutually agreeable location. The mediator will be selected by mutual agreement between Franchisee and Snap-on Credit, and Snap-on Credit will pay the costs of the mediator and location at which the mediation takes place.

The parties acknowledge that mediation proceedings are settlement negotiations and that to the extent allowed or required by applicable law, all offers, promises, conduct and statements, whether oral or written, made in the course of the mediation will be confidential and inadmissible in any arbitration, litigation or other legal proceeding involving the parties, provided however, that evidence which is otherwise admissible or discoverable will not be rendered inadmissible or nondiscoverable as a result of its use in mediation.
(b) Arbitration. Except as otherwise provided in Section 15(c), any controversy or dispute arising out of, or relating to this Agreement, Franchisee's franchise business or Franchisee's relationship with Snap-on Credit, including but not limited to, any claim by Franchisee, or any person in privity with or claiming through, on behalf of or in the right of Franchisee, concerning the entry into, performance under, nonrenewal of, or termination of, this Agreement; any claim against a past or present employee, officer, director, agent or affiliate of Snap-on Credit; any claim of breach of this Agreement; and any claims arising under or relating to state or federal laws, including the common law (for example, tort or contract claims), or any statutes, rules, or regulations, will be submitted to final and binding arbitration as the sole and exclusive means for final and binding resolution of any such controversy or dispute unless prohibited under applicable state law. Persons in privity with or claiming through, on behalf of or in the right of Franchisee include, but are not limited to, spouses and other family members, heirs, executors, representatives, shareholders, members, successors and assigns. In no event will persons in privity include other Snap-on franchisees who have signed separate franchisee servicing agreements with Snap-on Credit.

A party's failure or refusal to resolve the controversy or dispute through mediation under Section 15(a) will not affect either party's obligation to arbitrate the dispute or controversy under this Section 15(b). A demand for arbitration must be made within the applicable statute of limitation period; otherwise, the right to any remedy will be forever barred, as provided by applicable law and determined by the arbitrator.

Notwithstanding any other provision of this Agreement, arbitration under this Section 15 will be governed exclusively by the Federal Arbitration Act as amended (9 U.S.C. §§ 1 et seg.), and arbitration will take place according to the Commercial Arbitration Rules of the American Arbitration Association ("AAA Rules") in effect as of the date the demand for arbitration is filed. The AAA Rules may be found on the American Arbitration Association's web site at www.adr.org or by searching for those rules using a service such as www.google.com. The arbitration will be held at the office of the American Arbitration Association nearest the Snap-on Regional Sales Office to which Franchisee was assigned most recently prior to the demand for arbitration; provided, however, if such office is outside the state in which the Franchisee resides, Franchisee may cause the arbitration to be held within Franchisee's state of residence at a place mutually convenient to the parties and the arbitrator.

The arbitration will proceed before a single arbitrator. The arbitrator will be chosen in accordance with the AAA Rules. If the amount claimed by the party filing for arbitration both in the original demand for arbitration and in any amendment is less than Seventy-five Thousand Dollars ( $\$ 75,000.00$ ), Snap-on Credit will pay the fees and expenses of the arbitrator and filing fees and costs charged by the American Arbitration Association up to a maximum of Seven Thousand Five Hundred Dollars (\$7,500.00). Any amount in excess of Seven Thousand Five Hundred Dollars $(\$ 7,500.00)$ will be split equally by the parties. If the amount of the claim filed either in the original demand for arbitration or by amendment is for Seventy-five Thousand Dollars $(\$ 75,000.00)$ or
more, the parties agree to split equally the fees and expenses of the arbitrator and the filing fees and costs charged by the American Arbitration Association. If Franchisee demonstrates that it is unable to pay its portion of these fees, expenses or costs, then the fees, expenses or costs will be reapportioned by the arbitrator in accordance with applicable law.

Unless otherwise agreed by the parties or ordered by the arbitrator, following a party's motion for additional discovery, pre-hearing discovery in any arbitration is limited to the following: (1) production of all documents that will be introduced at the hearing; (2) production of written or recorded statements that a party intends to introduce at the hearing; (3) production of all documents relied upon by experts who will testify at the hearing; (4) production by Franchisee of tax returns filed by Franchisee (including tax returns for a significant owner of Franchisee) for the last three (3) tax years; (5) production by Snap-on of Franchisee's statements of account balance with Snap-on and Snap-on Credit for three (3) years prior to the filing of the arbitration, except the three (3) year limit will not apply to statements related at any Franchisee Paper or Serviced Franchisee Paper outstanding at the time the arbitration is filed; and (6) not more than two depositions per side.

Each party further agrees that, unless such a limitation is prohibited by applicable law, as determined by the arbitrator, a party will not be liable for punitive or exemplary damages and the arbitrator will have no authority to award the same. The award or decision by the arbitrator will be final and binding on the parties and may be enforced by judgment or order of a court of competent jurisdiction. The parties consent to the exercise of personal jurisdiction in the state where the arbitration took place. The parties consent to the exercise of personal jurisdiction over them by such courts for the purpose of carrying out this provision; and they waive any objections that they would otherwise have to the same.

The parties agree to arbitrate only controversies and disputes that are specific to Franchisee or any person in privity with or claiming through, on behalf of or in the right of Franchisee, and therefore Franchisee and Snap-on Credit agree that (i) arbitration under this Section 15 will be brought on an individual basis only and may not be brought as a class or consolidated action or by way of joinder of separate parties unless all parties otherwise agree in writing, and absent such written agreement (ii) there will be no right or authority for any controversy or dispute to be brought, heard or arbitrated as a class or consolidated action or by way of joinder of separate parties ("Class/Consolidated Action Waiver"). Notwithstanding any other provision of this Agreement or the AAA Rules, disputes regarding the validity, enforceability or breach of the Class/Consolidated Action Waiver may be resolved only by a civil court of competent jurisdiction and not by an arbitrator. No finding or stipulation of fact or law in any other arbitration will be given preclusive or collateral estoppel effect in any arbitration hereunder. In no event will the arbitrator have the right, power, jurisdiction or contractual authority to award any damages or relief in excess of or in addition to those damages suffered specifically by the parties to the arbitration or as otherwise provided by applicable law or this Agreement.

In any case in which (1) the dispute is filed as a class or consolidated action or by way of joinder of separate parties and (2) there is a final judicial determination that all or part of the Class/Consolidated Action Waiver is invalid or unenforceable, the class, consolidated action or joinder of separate parties to that extent must be litigated in a civil court of competent jurisdiction, but the portion of the Class/Consolidated Action Waiver that is enforceable will be enforced in arbitration.

In addition, in the event any other provision in this Section 15 is determined to be invalid or unenforceable as a matter of law, then it is the intention of the parties to this Agreement that such provision be deemed inoperative and stricken from this Agreement, and that the remainder of this Section 15, to the extent not legally invalid or unenforceable under applicable law, be enforced as written and as if the invalid or unenforceable provision or provisions had not been included in this Section 15.

BY SIGNING BELOW, THE PARTIES AGREE THAT THEY ARE REQUIRED TO ARBITRATE CERTAIN DISPUTES AND CLAIMS AS SET FORTH IN THIS SECTION 15 AND ARE LIMITED IN THE MANNER IN WHICH THEY CAN SEEK RELIEF, INCLUDING THAT THEY

EACH SPECIFICALLY WAIVE THEIR RIGHT TO BRING SUCH CLAIMS IN A COURT OF LAW AND TO HAVE A TRIAL BY JURY.
(c) Provisional Remedies. Each party will have the right to seek from an appropriate court provisional remedies including, but not limited to, temporary restraining orders, preliminary injunctions or replevin orders before, during or after arbitration. Neither party need await the outcome of the arbitration or selection of an arbitrator before seeking provisional remedies. Seeking any such remedies will not be deemed to be a waiver of either party's right to compel arbitration. Any such action will be brought by Snap-on Credit or Franchisee in the county (or similar political unit) or federal judicial district where Franchisee resides, or where any property that may be the subject of the action is located. The parties consent to the exercise of personal jurisdiction over them by courts located there and to the propriety of venue in such courts for the purpose of carrying out this provision; they waive any objections that they would otherwise have to the same; and they waive the right to have any such action decided by a jury.
16. Waiver of Notice of Nonpayment, Protest; Default and Demands. Franchisee waives notice of default or nonpayment, protest or notice of protest, demand for payment and any other demand or notice in connection with any Franchisee Paper, Serviced Franchisee Paper or this Agreement. Franchisee agrees that so long as Snap-on Credit in good faith believes that it is appropriate to do so under the circumstances, Snap-on Credit may waive, compromise, settle, or vary any terms of any Franchisee Paper purchased by Snap-on Credit, or permit these events to occur by operation of law, without limiting or otherwise affecting Franchisee's obligations under this Agreement. Without limiting the generality of the foregoing, Franchisee's recourse obligations set forth in Sections 11 and 12 will not be terminated, modified or affected in any way by such actions, and Franchisee hereby consents to all such actions. No termination of this Agreement will affect Franchisee's recourse or indemnity obligations with respect to any Franchisee Paper or Serviced Franchisee Paper purchased by Snap-on Credit prior to such termination.
17. Program Manual Receipt, Care, and Return. Franchisee acknowledges that Franchisee is receiving access to the Program Manual which may be provided to Franchisee in paper format, electronic format (including posting on a Snap-on sponsored intranet site) or any combination thereof. Franchisee agrees to ensure that the Program Manual is kept confidential and Franchisee keeps up-to-date with all modifications provided by Snap-on, agrees not to reproduce the Program Manual or any part of it, and agrees not to disclose the contents of the Program Manual to anyone other than Franchisee's employees. Snap-on (and its subsidiaries or affiliates as applicable) will make available to Franchisee in a format or formats designated by Snap-on Credit periodic updates, additions, and deletions to the Program Manual. Upon termination of this Agreement, Franchisee will return to Snap-on Credit all print copies and delete all electronic copies of Program Manuals and other manuals Franchisee has received and/or copied.
18. Successors and Assigns. All or any portion of this Agreement, or of any Franchisee Paper, and all or any portion of the rights under the foregoing, may be assigned or transferred in whole or in part by Snap-on Credit or an Affiliate at any time. In the event that Snap-on Credit does assign any Franchisee Paper, the rights and obligations of Franchisee under this Agreement that apply to such Franchisee paper shall also be assigned to such assignee (including, but not limited to remarketing, the recourse percentage, and offering to purchase repossessed products from such Franchisee paper, provided, further, Snap-on Credit will have no obligation to assign the EC Reserve even though franchisee's recourse obligations will be assigned). Franchisee may not assign or delegate any rights or duties hereunder without the express written consent of Snap-on Credit. Unless otherwise authorized by Snap-on Credit in writing, Franchisee may not assign this Agreement or any rights or duties hereunder. A change in the controlling interest of Franchisee is considered an assignment requiring the prior approval of Snap-on credit. Franchisee will remain responsible for the actions and omissions of any employees of Franchisee. This Agreement inures
to the benefit of and binds the respective heirs, executors, administrators, representatives, and permitted successors and assigns of Snap-on Credit and Franchisee.
19. Term and Renewal of this Agreement. The term of this Agreement is 10 years from the Effective Date or for the remaining term of the Franchise Agreement, whichever is less, unless
terminated sooner according to Sections 20 or 21 of this Agreement. If Franchisee renews, updates, or converts a Franchise Agreement with Snap-on in accordance with their agreement with Snap-on, the Franchisee will also execute the then-current form of this Agreement.
20. Termination by Franchisee. Franchisee may terminate this Agreement without cause by providing Snap-on Credit thirty (30) days' advance written notice of Franchisee's intent to terminate.

## 21. Termination by Snap-on Credit.

(a) Automatic Termination without Notice. Snap-on Credit at its option, without prejudice to any and all other rights and remedies it may have under this Agreement or under applicable law, may terminate this Agreement without notice to Franchisee in the following instances:
(i) If Franchisee is adjudicated as bankrupt or becomes insolvent, or has a trustee or receiver appointed by a court of competent jurisdiction for all or any part of Franchisee's property; or
(ii) If a plan of liquidation, reorganization, composition or arrangement of Franchisee's affairs is sought to be instituted for or against Franchisee, whether or not the same is subsequently approved by a court of competent jurisdiction; or
(iii) If a proceeding is filed under any bankruptcy laws or other similar laws and such proceeding is not dismissed within ninety (90) days after filing; or
(iv) If Franchisee makes a general assignment for the benefit of creditors; or
(v) If Franchisee will cease to be an authorized Snap-on franchisee because of the termination of, or the transfer or assignment of rights under, the Franchise Agreement between Franchisee and Snap-on (or an Affiliate).
(b) Termination upon Notice. Franchisee will be deemed in default under this Agreement and Snap-on Credit may, at its option, without prejudice to any and all other rights and remedies it may have under this Agreement or under applicable law, terminate this Agreement effective upon Franchisee's receipt of written notice of termination, in the following instances:
(i) If Franchisee falsifies any report, Franchisee Paper, credit application, or any customer-facing document, or engages in conduct involving fraud or dishonesty in dealing with Snap-on Credit or Snap-on; or
(ii) If any representation or warranty of Franchisee contained in this Agreement or in any document or instrument delivered pursuant to this Agreement is untrue or incorrect; or
(iii) If Franchisee remains in default beyond the applicable cure period under any other written agreement with Snap-on Credit or Snap-on (or an Affiliate); or
(iv) If Franchisee has received two (2) or more notices of default under Section 21(c) below within the previous twelve (12) months or within the previous six months Franchisee submits two or more collection remittances that are returned for insufficient funds, Snap-on Credit will be entitled to send Franchisee a notice of termination upon the next default of Franchisee without providing Franchisee an opportunity to correct the default and/or require that all Franchisee remittance hereunder be on certified funds; or
(v) If Franchisee defaults by failing to maintain the delinquency standards established under Section 8(d) of this Agreement and fails to cure such default within 60 days after notice of the default.
(c) Termination upon Expiration of Cure Period. Except for those items listed in Sections 21(a) and (b) above, Franchisee will have thirty (30) days (or longer, if such default cure period is specifically provided for in the Program Terms) after written notice of default from Snap-on Credit
within which to remedy any default or breach under this Agreement, or any other written agreement with Snap-on Credit, and provide evidence of that remedy to Snap-on Credit. If any such default is not cured within that time, this Agreement will terminate without further notice to Franchisee effective immediately upon expiration of that time, unless Snap-on Credit will notify Franchisee otherwise in writing. Without limiting the foregoing, the following defaults are within this Section 21(c):
(i) Failure by Franchisee to comply with any of the requirements imposed by this Agreement, as supplemented by the Program Terms from time to time to which Snap-on Credit may contribute Program procedures, or to carry out the terms of this Agreement in good faith; or
(ii) Failure of Franchisee to submit when required any reports; or
(iii) Failure to adhere to the electronic commerce requirements of Snap-on Credit (including, but not limited to, electronic remittance of collections and utilization of electronic Extended Credit Contracts);
(d) Notwithstanding the provisions of preceding Section 21(c), if Franchisee defaults in the payment of any monies owed to Snap-on Credit when such monies become due and payable, whether pursuant to this Agreement or otherwise, and Franchisee fails to pay such monies within ten (10) days after receiving written notice of default, then, unless Snap-on Credit will notify Franchisee otherwise in writing, this Agreement will terminate without prejudice to any and all other rights and remedies Snap-on Credit may have under this Agreement or under applicable law.
22. Effect of Termination on Franchisee's Rights and Obligations. If Franchisee is in default as stated in Section 21 above, (an "Event of Default") or Termination occurs, then Snap-on Credit may, at its option, exercise any one or more of the following rights and remedies:
(a) Snap-on Credit will not purchase Extended Credit Contracts from Franchisee hereunder after termination of this Agreement.
(b) All obligations, warranties and agreements with respect to any Franchisee Paper delivered to Snap-on Credit by Franchisee before such termination will remain in full force and effect, including, without limitation, the provisions of Section 12 above, and Franchisee will remain liable for the performance of all obligations to Customer and Snap-on Credit incurred while this Agreement was in effect notwithstanding such termination, including but not limited to, collection repossession and purchase requirements.
(c) In the event the Franchisee's franchise business is terminated for any reason, Franchisee will immediately pay Snap-on Credit all sums due and owing hereunder.
(d) Except as may otherwise be required by law, in the event the Franchisee's franchise business is terminated for any reason or if an Event of Default occurs, and Franchisee fails to immediately pay Snap-on Credit all sums due and owing hereunder, Snap-on Credit (a) may sell all or any of the Collateral at public or private sale or sales upon such terms and conditions as Snap-on Credit deems proper (and Snap-on Credit may purchase any or all of the Collateral at any such sale), and apply the net proceeds of such sale, after deducting all costs, expenses and attorneys' fees incurred at any time in the collection of Franchisee's obligations under this Agreement and in the protection and sale of the Collateral, first to the payment of Franchisee's obligations under this Agreement and then to the payment of any other liabilities of Franchisee to Snap-on Credit; any remaining proceeds will be returned to Franchisee; provided that Franchisee will remain liable for Franchisee's obligations or other amounts remaining unpaid after such application thereon; and (b) may take such other actions as it may deem appropriate or in its interest with respect to the Collateral including, without limitation, (i) transferring the whole or any part of the Collateral into its name or the name of a nominee, (ii) collecting any amounts due on the Collateral directly from the persons obligated thereon, (iii) exercising any voting or other rights with respect to any Collateral consisting of securities, (iv) taking possession and control of the Collateral and any proceeds thereof and (v) suing or making any compromise or settlement with respect to any of the Collateral.
(e) Snap-on Credit may exercise from time to time any rights and remedies available to it under all applicable laws, including, without limitation, the UCC and the commercial code of any
other applicable state. In addition to and not in limitation of all rights of offset that Snap-on Credit may have under applicable law, Snap-on Credit will, upon the occurrence of an Event of Default or Termination of this Agreement, have the right to appropriate and apply to the payment of, and to set-off against Franchisee's obligations, any and all balances, credits, accounts or money of Franchisee then or thereafter received or held by or under the control of Snap-on Credit. Except as may otherwise be required by law, including with respect to notice of any sale of Collateral, Franchisee hereby waives, in connection with this Agreement and Franchisee's obligations under this Agreement, any right under or benefit of any law (whether or not intended for its advantage or protection) that would restrict or limit the right or ability of Snap-on Credit to obtain payment of Franchisee's obligations under this Agreement, including any law that would restrict or limit Snapon Credit in the exercise of right to appropriate at any time hereafter any indebtedness owing from Snap-on Credit to Franchisee and any property of Franchisee in the possession or control of Snapon Credit and apply the same toward or set-off the same against the payment of Franchisee's obligations under this Agreement. All rights of Snap-on Credit under this Agreement are cumulative.
23. Amendment or Modification. This Agreement may only be amended by a writing executed by Franchisee and Snap-on Credit; provided, however, that the Program Terms may be amended by Snap-on Credit as provided in Section 4 above. Snap-on Credit reserves the right in its sole and absolute discretion to amend, terminate or supplement all or any part of its Programs at any time, and specifically reserves the right to cease making further purchases of Franchisee Paper.
24. Franchisee Option to Participate. It is Franchisee's sole and absolute decision whether to enter into this Agreement and participate in the Programs. Entering into this Agreement is not required for Franchisee to continue as an authorized Snap-on franchisee. Franchisee understands that Franchisee is free to secure financing of Customer purchases of Products or extend credit to Customers through other means. Franchisee acknowledges that Snap-on Credit's purchase of any Franchisee Paper is good and sufficient consideration for all of Franchisee's obligations under this Agreement and the Program Terms. Franchisee authorizes and agrees that Snap-on Credit may obtain credit information about Franchisee, franchise operations information from Snap-on and, that Snap-on Credit may provide Franchisee credit information to Snap-on from time to time.
25. Governing Law. Except to the extent that the Federal Arbitration Act applies in accordance with Section 15 above, this Agreement is governed by, and construed in accordance with, the laws of the State of Illinois without regard to its conflicts of law provisions, provided, however, that in the event local law is applied it will be the laws of the state in which Franchisee resides at the time this Agreement was executed.
26. Severability. In addition to severability as provided in Section 15, each article, section, subsection, paragraph, subparagraph, term, and condition of this Agreement and any portions thereof, will be considered severable. If, for any reason, any portion of this Agreement is determined to be invalid, contrary to, or in conflict with, any applicable present or future laws in a final, non-appealable ruling issued by any court, agency, or tribunal with valid jurisdiction in a proceeding to which Snap-on Credit is a party, that ruling will not impair the operation of, or have any other effect upon, any other portions of this Agreement; all of which will remain binding on the parties and continue to be given full force and effect. Any invalid portion will be deemed not to be a part of this Agreement as of the date upon which the ruling becomes final, if Franchisee is a party to such proceedings, or upon Franchisee's receipt of notice of non-enforceability from Snap-on Credit.
27. Notices. All notices, requests, consents, or approvals required or permitted to be given hereunder will be in writing and will be deemed to be properly delivered immediately, if personally
delivered, on the date of receipt if overnight delivery service is used or five (5) business days after having been sent by United States Postal Service registered or certified mail, postage prepaid, return receipt requested: (a) if to Franchisee, addressed to Franchisee at the address first above written or at such other address as Franchisee may have designated from time to time by written notice to Snap-on Credit; and (b) if to Snap-on Credit, addressed to Snap-on Credit at 950 Technology Way, Suite 301, Libertyville, Illinois, 60048 (marked Attn: President), or to such other address as Snap-on Credit may have designated from time to time by written notice to Franchisee.
28. Effect of Other Agreements. This Agreement supersedes any prior agreement and any similar agreement, understanding, or negotiations between Franchisee and Snap-on Credit or Snap-on regarding the subject matter of this Agreement.

IN WITNESS WHEREOF, the parties have executed this Agreement as of $\qquad$ (the "Effective Date").

## Franchisee

[CORPORATE NAME]
[ADDRESS]
By: $\qquad$
Printed name: $\qquad$
Title: $\qquad$

## Snap-on Credit LLC

By: $\qquad$
Printed name: $\qquad$
Title: $\qquad$

# ADDENDUM TO SNAP-ON CREDIT FRANCHISEE SERVICING AGREEMENT (Franchisee Owned by Trust) 

THIS ADDENDUM TO SNAP-ON CREDIT FRANCHISEE SERVICING AGREEMENT ("Addendum") amends that certain Franchisee Servicing Agreement (the "Servicing Agreement") as of the Effective Date below, between SNAP-ON CREDIT LLC ("Snap-on"), and the undersigned Franchisee ("Franchisee"). The Franchisee is a Trust Franchisee, as defined herein.

The Servicing Agreement is hereby amended as follows:

1. Section $1(\mathrm{w})$ of the Servicing Agreement is amended by inserting:
(w) "Trust Franchisee" means Franchisee is a trust or is owned by a trust, and as such, the provisions of this Agreement will apply to the grantor(s) of the trust and, if the grantor(s) is/are deceased or otherwise not acting as trustee(s) of the trust, the trustee(s) of the trust.
2. Section 3(c) of the Servicing Agreement is amended by inserting the following at the end of the paragraph:
(c) If Franchisee is a Trust Franchisee, Snap-on Credit may at any time request that the grantor(s) and/or trustee(s) and/or beneficiary(ies) of the trust sign and deliver such financing statements and other documents as requested by Snap-on Credit, in order to secure or perfect Snap-on Credit's interest in the Franchisee Paper and other Collateral as set forth in this Agreement.
3. Section 6(a) of the Servicing Agreement is amended to also include the grantor(s) and trustee(s) of a trust for a Trust Franchisee are not listed on the Specially Designated Nationals and Blocked Person List or other similar list maintained by the U.S. Department of Treasury, Office of Foreign Assets Control.
4. The following Section 6(e) is added to the end of Section 6 of the Servicing Agreement:
(e) For a Trust Franchisee, the provisions in this Section 6 shall apply to the grantor(s) and trustee(s) of the trust.
5. The following Section $9(\mathrm{f})$ is added to the end of Section 9 of the Servicing Agreement:
(f) Promptly notify, if the Franchisee is a Trust Franchisee, Snap-on Credit of a change in trustee under the terms of the governing trust document by a Notice for Change in Trustee (as defined in the Policy for Trust-Owned Franchises) within thirty (30) days of such change of trustee.
6. Section $10(b)(5)$ of the Servicing Agreement is deleted, in its entirety, and the following is substituted as a new Section 10(b)(5), in its place and stead:
(5) Franchisee will ensure that all individuals that work with the Snap-on Credit programs on behalf of Franchisee or have access to data related to such program have received appropriate training to enable franchisee to comply with all Applicable Laws and
this Agreement, including the grantor(s) and trustee(s) of a trust which is a Trust Franchisee.
7. Section 13(b) of the Servicing Agreement is amended to also include the following sentence:

If Franchisee is a Trust Franchisee, Snap-on Credit may at any time request that the grantor(s) and/or trustee(s) and/or beneficiaries of the trust sign and deliver such financing statements and other documents, for the purpose of evidencing and perfecting Snap-on Credit's security interest.
8. Section 15(a) of the Servicing Agreement is amended to also include the following sentence:

The mediation will be conducted in the state in which Franchisee resides provided however, that if Franchisee is a Trust Franchisee, the mediation will be conducted in the state where here any property that may be the subject of the action is located.
9. Section 15(b) of the Servicing Agreement is amended to also include the following:

Persons in privity with or claiming through, on behalf of or in the right of Franchisee include, but are not limited to, spouses and other family members, heirs, executors, representatives, shareholders, members, successors, assigns and grantor(s) and trustee(s) and beneficiaries of trusts. In no event will persons in privity include other Snapon franchisees who have signed separate franchisee servicing agreements with Snap-on Credit.

The arbitration will be held at the office of the American Arbitration Association nearest the Snap-on Regional Sales Office to which Franchisee was assigned most recently prior to the demand for arbitration; provided, however, if such office is outside the state in which the Franchisee resides, Franchisee may cause the arbitration to be held within Franchisee's state of residence at a place mutually convenient to the parties and the arbitrator, provided further, that if Franchisee is a Trust Franchisee, the arbitration will be conducted in the state where any property that may be the subject of the action is located.

Unless otherwise agreed by the parties or ordered by the arbitrator, following a party's motion for additional discovery, pre-hearing discovery in any arbitration is limited to the following for a Franchisee that is a Trust Franchisee: trust returns for the grantor(s) of the trust) for the last three (3) tax years.
10. Section 15(c) of the Servicing Agreement is amended to also include the following:

Any such action will be brought by Snap-on Credit or Franchisee in the county (or similar political unit) or federal judicial district where Franchisee resides, or where any property that may be the subject of the action is located, provided however, that if Franchisee is a Trust Franchisee, any such action will be brought by Snap-on Credit or Trust Franchisee in the county (or similar political unit) where any property that may be the subject of the action is located.
11. Section 15 of the Servicing Agreement is amended by inserting the following subsection (d):
(d) Application to Trustees. Notwithstanding anything herein to the contrary, if Franchisee is a Trust Franchisee, the provisions of Section 15 shall apply to the trustee(s) of such trust.
12. Section 17 of the Servicing Agreement is amended to also include the following:

Franchisee agrees not to disclose the contents of the Program Manual to anyone other than Franchisee's employees, or if Franchisee is a Trust Franchisee, to the grantor(s) and trustee(s) of the trust.
13. Section 18 of the Servicing Agreement is amended to also include the following:

For a Trust Franchisee, a change in trustee or if the trustee seeks to terminate the trust and directly or indirectly, distribute, sell, assign, transfer, convey, give away all of the trust's interest in the Trust Franchisee to the grantor(s) of the trust or the trustee(s) individually or to the beneficiaries of the trust is considered an assignment requiring the prior approval of Snap-on credit. If a Trust Franchisee, Trust Franchisee will remain responsible for the actions and omissions of any grantor(s) or trustee(s) of Trust Franchisee.
14. Section 21 (a) of the Servicing Agreement is amended by adding the following subsections (vi) and (vii):
... or
(vi) If Franchisee is a Trust Franchisee and the trustee of the trust, in Snap-on Credit's sole and absolute discretion, is not in compliance with any terms of this agreement; or
(vii) If Franchisee is a Trust Franchisee and any of the above instances in Sections 21.a.i-v occur with respect to the grantor(s) or trustee(s) of the trust.
15. Section $21(\mathrm{~b})$ of the Servicing Agreement is amended by adding the following subsections (vi), (vii) and (viii):
... or
(vi) If Franchisee is a Trust Franchisee and any of the above instances in Sections 21.b.i-v occur with respect to the grantor(s) or trustee(s) of the trust; or
(vii) If Franchisee is a Trust Franchisee, and this Agreement is in force and effect at the time of a change in trustee under the terms of the governing trust document and such new trustee fails to provide to Snap-on Credit a Notice for Change in Trustee (as defined in the Policy for Trust-Owned Franchises) within thirty (30) days of such change of trustee; or
(viii) If the Franchisee is a Trust Franchisee, any transfer of the Franchise, including but not limited to a transfer to the grantor of the trust, a new trust, a beneficiary or beneficiaries of the trust, or to a third-party, that does not comply with the requirements of Section 18.B. of the Franchise Agreement. For purposes of this subsection, "transfer" includes a direct or indirect, distribution, sale, assignment, transfer, conveyance and gift.
16. Section $21(\mathrm{~d})$ of the Servicing Agreement is added as follows: Notwithstanding the provisions of preceding Section 21(c), if Trust Franchisee dissolves the Trust without notice to Snap-on Credit, then, unless Snap-on Credit will notify Franchisee otherwise in writing, this Agreement will terminate without prejudice to any and all other rights and remedies Snap-on Credit may have under this Agreement or under applicable law.
17. Section 25 of the Servicing Agreement is amended to also include the following:

If Franchisee is a Trust Franchisee and local law is applied, it will be the laws of the state where any property that may be the subject of the action is located.

IN WITNESS WHEREOF, the parties have executed this Addendum as of the Effective Date of the Servicing Agreement.

## FRANCHISEE:

SNAP-ON CREDIT LLC
[CORPORATE NAME]
[ADDRESS]

By: $\qquad$
Printed Name \& Title: $\qquad$ Printed Name \& Title:

## LOAN AND SECURITY AGREEMENT

This LOAN AND SECURITY AGREEMENT (this "Agreement") is made as of the Effective Date below, between Snap-on Credit LLC, a Delaware limited liability company, with its principal place of business at 950 Technology Way, Suite 301, Libertyville, Illinois, 60048 ("Lender"), and the undersigned Borrower ("Borrower").

WHEREAS, Borrower has entered into a Franchise Agreement with Snap-on Tools Company LLC ("Snap-on"), an affiliate of Lender, pursuant to which Borrower will operate a Snap-on franchise ("Franchise"); and

WHEREAS, in order to finance certain costs associated with the Borrower's Franchise and to provide working capital for such Franchise, Borrower desires to borrow, and Lender is willing to lend money to Borrower upon the terms and conditions herein (the "Franchise Finance Program").

NOW, THEREFORE, the Lender and Borrower hereby agree as follows:

1. THE LOAN. Subject to the terms and conditions of this Agreement, Lender will lend to Borrower the sum of $\qquad$ , and such additional amounts as agreed by addendum by the parties from time to time (the "Loan"). The Loan shall be evidenced by Borrower's promissory note (or in the case of a continuing or revolving line of credit, one or more notes), in form and substance acceptable to Lender, in or up to the principal amount specified in the preceding sentence (the "Note"). The Note shall be executed and delivered to Lender before or concurrently with Lender's disbursement of any amount under the Loan. The unpaid principal amount of the Loan shall bear interest and shall be due and payable as provided in the Note. As used in this Agreement, the term "Borrower's Liabilities" shall include principal and interest under the Note and any additional notes or other financial obligations to Lender, together with all costs and expenses (including reasonable attorney's fees) to be paid by Borrower as provided in this Agreement together with any other amount owed under any other agreement between Borrower and Lender or its Assignees or under any Lender sponsored van lease program ("Van Lease Program").

## 2. GENERAL TERMS.

a. Default Rate. After the occurrence of an Event of Default under this Agreement and so long as such Event of Default continues, the Note and all other Borrower's Liabilities shall (subject to any limitations of applicable law) bear interest at rates per annum equal to the respective rate applicable to such Note and other Borrower's Liabilities prior to such Event of Default plus four percent $(4 \%)$, or the maximum rate permitted by applicable law.
b. Payments. All payments under this Agreement and with respect to the Note and any additional notes shall be made in immediately available funds by Borrower to Lender (noting that Lender's preferred method is by debiting Borrower's bank account, pursuant to instructions duly executed by Borrower and delivered to Borrower's bank) on the date when payments are due. Prepayments, if permitted hereunder or under a Note, may be made at Lender's offices at 950 Technology Way, Suite 301, Libertyville, Illinois, 60048 ("Lender's Principal Office"), or at such other location as Lender may designate. Whenever any payment to be made hereunder or with respect to a Note shall be stated to be due on a date other than a business day (or if Borrower's bank is not open on a business day when an account is to be debited), such payment shall be made on the next succeeding business day, and such extension of time shall be included in the
computation of interest or any fees. As used herein, "business day" means any day on which Lender is open for business at Lender's Principal Office. Lender may, at its option and upon notice to Borrower, require Borrower to make all payments in immediately available funds to Lender at Lender's Principal Office.
c. Mandatory Prepayment for Cessation of Additional Van. In the event Borrower receives Loan funds for one or more additional vans and Borrower ceases operating or fails to begin operation of such additional van(s), Borrower shall be required to prepay a portion of the Loan in an amount equal to the amount loaned for the respective additional van.
d. Van Lease Requirement. Borrower acknowledges that Borrower is obligated under his Franchise Agreement to acquire a van meeting certain specifications. Borrower acknowledges that the van is an integral part of Borrower's business operations. Borrower shall be obligated under this Agreement to meet said van requirements through a purchase or lease of a designated van from a designated source. However, if Borrower acquires a van with no continuing financial obligations by Borrower, then this specified van requirement shall not apply provided that it otherwise meets the requirements of Snap-on. Van leasing may be with a third party unrelated to Lender ("Lessor"). Borrower agrees to permit any information regarding the van lease to be obtained from Lessor at any time during the term of this Agreement. In the event Borrower elects to participate under this Franchise Finance Program and enters into this Agreement, Lender may designate both the van and the source. Payment for said van lease or purchase shall be made through Lender on behalf of Borrower in accordance with Section 2.b above and the van lease or purchase documents. Lender shall forward payments to Lessor or lender of the van; provided, however, that in no event shall Lender be obligated to make payments on behalf of Lessee/Borrower when such payment has not been paid to Lender by Borrower. No portion of Borrower's payments to Lender with respect to any van lease shall be retained by Lender beyond the period necessary for transmittal on a monthly basis to Lessor or Lessor's agent.
e. Application of Payments. Lender will apply against Borrower's Liabilities, on the date of receipt all payments received thereon, including cash, collections of Accounts Receivable, proceeds of Collateral (as hereinafter defined) and any other amounts; provided that (i) Lender shall charge back to Borrower any payments that may be required to be returned to the entity making such payment and Borrower shall continue to pay interest on the amount charged back from the date that such payment was applied against Borrower's Liabilities; (ii) Lender shall have the exclusive right to determine how, when and in what amounts application of such payments and such credits shall be made on Borrower's Liabilities, and such determination shall be conclusive and binding upon Borrower. Lender's decision with respect to payment of Borrower's Liabilities shall in no way relieve Borrower from its obligation for payments under Borrower's van lease or under this Agreement or any other agreement. Partial prepayments by Borrower, if permitted, shall not relieve Borrower from Borrower's obligation to make weekly payments. Prepayments may be subject to a prepayment premium and partial prepayments may be prohibited as provided under the Note. Notwithstanding the foregoing or the terms of any note, in the event the Borrower's Franchise is terminated, unless termination is due to the relocation to another Franchise, Borrower shall not be obligated to pay a prepayment premium or penalty. If Borrower's Franchise is relocated, provided Borrower is not in default under this Agreement or any note, Borrower may elect to continue the existing Loan and, thus, avoid a prepayment penalty. If upon relocation, Borrower elects to repay the Loan in full, then Borrower may be subject to a prepayment premium as provided under the Note.
f. Late Charges and NSF Check Charges. To the extent permitted by and subject to applicable law, if Borrower fails to make payments under the Loan within 10 days after the due date, Borrower may be assessed a Late Charge of $\$ 10.00$ or $5 \%$ of the amount due, whichever is greater (or the maximum permitted by applicable law if less). To the extent permitted by and subject to applicable
law, if Borrower makes payments by check under the Loan and Borrower's check is not paid because of non-sufficient funds in Borrower's checking account or a closed account, Borrower may be assessed an NSF Check Charge of $\$ 25.00$ (or the maximum permitted by applicable law if less).
g. Statement of Account. All of Borrower's Liabilities shall constitute one loan secured by the Collateral and by all security interests, liens, claims and encumbrances heretofore, now or from time to time hereafter granted by Borrower to Lender. In determining Borrower's Liabilities, the books and records of Lender shall be controlling. All statements of accounts rendered by Lender to Borrower concerning Borrower's Liabilities hereunder, including all statements of principal, interest, fees, expenses and costs owing to Lender by Borrower, shall be presumed correct and accurate and shall constitute an account stated between Lender and Borrower unless Borrower, within 180 days after receipt of the statement, delivers to Lender written objection, specifying the error or errors, if any, contained in such statement. Lender may request Borrower to certify as to the accuracy of Lender's records relative to Borrower's Liabilities and Borrower shall comply within 30 days of such request.

## 3. COLLATERAL.

a. Description. Borrower hereby grants and assigns to Lender, and agrees that Lender shall have, a security interest in the following business property, assets, rights and interests of Borrower, whether now owned or existing or hereafter acquired or arising (collectively, the "Collateral"):
i. All of Borrower's Accounts (the term "Accounts" as used herein includes, without limitation, all of Borrower's accounts receivable arising out of the sale or lease of Inventory or other goods or out of the rendering of services), whether or not specifically assigned to Lender;
ii. All of Borrower's Inventory (the term "Inventory" as used herein includes, without limitation, all of Borrower's goods held for sale or lease or being processed for sale or lease, including all materials, work-in-process, finished goods, supplies and other goods customarily classified as inventory), including Inventory at any time in the possession of any bailee;
iii. All of Borrower's business equipment (the "Equipment");
iv. All of Borrower's goods, vehicles, (including Borrower's van or truck) used by Borrower in the operation of Borrower's business, and further including without limiting the foregoing, to the extent of any interest owned by Borrower in that specific truck with a Vehicle Identification Number of $\qquad$ , furnishings and fixtures wherever located but only to the extent that such items are used primarily in connection with Borrower's Franchise;
v. All of Borrower's cash, negotiable instruments, documents of title, warehouse receipts, chattel paper, general intangibles, securities, leases, contract rights, certificates of deposit, deposit accounts, cash equivalents, interest or dividends on any of the foregoing, insurance claims, patents, trademarks, good will and other property of any kind or description, wherever now or hereafter located, but only to the extent that such items are used primarily in connection with Borrower's Franchise; and
vi. Without limiting the foregoing, all substitutions, renewals, improvements and replacements of, and additions and accessions to, the foregoing, and all products and proceeds of the foregoing, including, without limitation, all of the proceeds in any form of Borrower's Accounts and Inventory, whether specifically assigned to Lender or not. Notwithstanding the foregoing, if Borrower is an individual, Borrower's residence, personal, family or household goods and assets not related to or used primarily in connection with Borrower's Franchise are specifically excluded from the definition of "Collateral." The terms used herein to identify the Collateral shall have the respective meanings assigned to such terms as of the date hereof in the Uniform Commercial Code, as amended, in effect in the state listed in the introductory paragraph as Borrower's address (the "UCC"). The security interest granted hereby shall continue to attach to the Collateral notwithstanding any sale, exchange or other disposition of the Collateral by Borrower, except for

Inventory sold in the ordinary course of business. The security interest herein granted is to secure the payment of all of Borrower's Liabilities and the performance of all of Borrower's obligations to Lender hereunder and any and all other obligations of Borrower to Lender of every kind and description, direct or indirect, absolute or contingent, due or about to become due, now existing or hereafter arising.
b. Financing Statements. Borrower shall sign and deliver such financing statements and other documents, in form satisfactory to Lender, as Lender may at any time reasonably request in order to effectuate or perfect Lender's security interest in the Collateral hereunder, or facilitate the realization by Lender upon the Collateral, or any part thereof, and shall reimburse Lender for the costs of preparing and filing the same. Further, to the extent permitted by and subject to applicable law, Borrower hereby grants Snap-on or its agent or assigns the power of attorney and right to sign on behalf of Borrower and file or record, any and all such financing statements and related documents as may be necessary to perfect or maintain the security interest granted by Borrower under this Agreement. Borrower authorizes Lender the right to describe the collateral in any financing statement as "all business assets." This statement in any financing statement shall not expand or limit the property given as security for performance of obligations under this Agreement as described above.
c. Inspection. Lender or its agents may at any reasonable time conduct a physical audit of Borrower's Inventory and inspect the Collateral and the books and records of Borrower pertaining to the Collateral, or any part thereof, and may make or require Borrower to furnish copies or extracts from such books and records. Borrower, at its sole cost and expense, shall keep and maintain satisfactory and complete books and records of the Collateral until all of Borrower's Liabilities shall have been fully paid and discharged. Lender shall have a special property interest in and to any and all books and records of Borrower pertaining to the Collateral, including any books and records retained by Snap-on or its subsidiaries or affiliates, and upon the occurrence of an Event of Default Borrower shall deliver such books and records to Lender at the demand of Lender. At the request of Lender, Borrower shall duly cause its accounts receivable ledger and other books and records relating to the Collateral to be stamped, in form and manner satisfactory to Lender, with a proper reference to the fact that the Collateral has been assigned to Lender.
d. Preservation. Lender may, but shall not be obligated to, take such action from time to time as it may in its sole judgment deem appropriate to maintain or protect the Collateral, and for that purpose may, among other things, at its option (i) pay or obtain the removal of any tax, lien, security interest, claim or encumbrance that may be levied or placed on or with respect to any of the Collateral; (ii) pay the costs of insurance on any of the Collateral; or (iii) make any payment under any lease or contract to which Borrower is a party in order to cure or avoid a default thereunder. Borrower shall reimburse Lender, promptly upon demand by Lender, for any costs or expenses incurred by Lender in the protection or maintenance of the Collateral, including the expenditures described herein and any costs to move the Collateral to another location. Lender shall have exercised reasonable care in the custody and preservation of any Collateral in its possession or control if it takes such action for that purpose as Borrower shall request in writing, but the failure to comply with any such request shall not be deemed a failure to exercise reasonable care. Borrower shall have the sole responsibility for taking such steps as may be necessary from time to time to preserve all rights of Borrower and Lender in the Collateral against other parties. Borrower shall keep the Collateral in good condition and repair and shall not waste, destroy, hide, misappropriate any of the Collateral.
e. Insurance. Borrower shall maintain in effect at all times policies of insuring against loss of or damage to all tangible property constituting Collateral. Such insurance shall, except as may otherwise be agreed to in writing by Lender, (i) cover all risks, (ii) be in amounts equal to the full value of the Collateral, (iii) be provided by such companies as are satisfactory to Lender, (iv) contain
a lender's loss payable clause naming Lender as payee as its interest may appear, and (v) provide at least 10 days' prior written notice to Lender of any cancellation. Borrower shall cause a certificate of insurance evidencing the insurance coverage required under this Agreement to be delivered to Lender prior to the closing of the Loan under this Agreement. In the event any of Franchisee's policies of insurance required by subsections $3 . d$ and $3 e$ is canceled or not renewed, Lender has the right, but not the obligation, to obtain the coverage for Franchisee and invoice Franchisee for the cost of the coverage Franchisee will pay the invoice within five (5) business days. Borrower specifically authorizes Lender to share Borrower's information and the information of any principal owners of Borrower with potential insurers (subject to appropriate confidentiality protections from the insurer or potential insurer) and any prior insurer of Borrower in order to determine existing or potential insurance coverages and costs of any coverages that may be placed by Lender under this section. After an Event of Default, as hereinafter defined, Lender may act as attorney for Borrower in obtaining and canceling such insurance and in adjusting and settling any claims with respect thereto and endorsing any drafts received as a result thereof.
f. Liens. Borrower represents and warrants that the Collateral is, and covenants and agrees that it will keep the Collateral free from, any lien, security interest (other than the security interest herein granted; other security interests granted to Lender, Snap-on Tools Company LLC, or their affiliates; and other liens permitted under Section 5.a.ii below), claim or encumbrance, and agrees to defend the Collateral against any and all claims and demands of all persons at any time claiming the same or any interest therein.
g. Use. Borrower shall not sell, assign, lease, transfer or convey any of the Collateral or any interest therein; provided that, so long as no Event of Default, as hereinafter defined, has occurred under this Agreement, Borrower may sell Inventory in the ordinary course of business (not including any transfer in connection with or in satisfaction of any debt) and may sell or assign Accounts and equipment leases to Lender, Snap-on, or their affiliates in the ordinary course of business. Borrower may use and consume any supplies, the use and consumption of which is necessary in order to carry on Borrower's business, may use and operate any Equipment and may otherwise use the Collateral in any lawful manner not inconsistent with this Agreement, so long as no Event of Default has occurred under this Agreement.
h. Locations. Borrower represents and warrants that all Collateral shall be kept at the location indicated in the first paragraph of this Agreement or other location pre-approved by Lender; provided that Borrower may move its business vehicles and their contents, including Inventory and Equipment, so long as they are routinely returned to the referenced location. Borrower shall notify Lender promptly in writing of any change in Borrower's address or in the location of any Collateral or use of any other names under which it is doing business.
i. Collection of Accounts. The collection of the Accounts and the application of the proceeds received therefrom shall be subject to the following:
i. Borrower is authorized to collect the Accounts or any part thereof, but such authorization may be restricted or terminated by Lender at any time in the Event of Default, as hereinafter defined. Borrower shall not, without the prior written consent of Lender (i) grant any extension of time for the payment of the Accounts; (ii) compromise, compound or settle the Accounts or any part thereof for less than the full amount thereof; (iii) release, in whole or in part, any person liable for the payment of the Accounts or any part thereof, or allow any credit, discount or allowance whatsoever upon the Accounts or any part thereof, unless such activity shall be deemed to be in the ordinary course of Borrower's business and will not occasion or threaten a material adverse change in the financial condition or results of Borrower's business operations.
ii. Upon the occurrence of an Event of Default (as hereinafter defined) Lender may, without notice to or assent of Borrower, extend the time of payment or compromise, settle for cash or credit or otherwise settle, upon any terms or conditions, any part of the Accounts and thereby discharge
or release the person or persons liable for the payment of the Accounts or any part thereof without affecting Borrower's Liabilities to Lender. Lender may, but shall not be obliged to, demand or enforce payment of the Accounts or any part thereof and shall not be liable for its failure to collect or enforce the payment thereof or for the negligence of its agents or attorneys with respect thereto.
iii. Upon the occurrence of an Event of Default, Lender, without notice to Borrower, may notify any person, corporation or partnership (the "Obligor") liable for the payment of any Account of the fact that the Account has been assigned to Lender and may direct that payment of such Account be made directly to Lender. If Lender so requests after the occurrence of an Event of Default, all bills and statements rendered by Borrower to the Obligor shall state that the same has been assigned to Lender and is payable solely to Lender. When requested by Lender after the occurrence of an Event of Default, Borrower will notify or cause to be notified the Obligor to pay directly to Lender any sum or sums then due or to become due on account of the Accounts or any part thereof.

## 4. REPRESENTATIONS AND WARRANTIES OF BORROWER.

a. Borrower represents and warrants to Lender that, except as may have been previously disclosed in writing to Lender:
i. Borrower is a sole proprietor of an unincorporated business or is a duly organized, validly existing corporation limited liability company or other legal entity in good standing under the laws of its jurisdiction of organization, and, if a corporation, a limited liability company or other legal entity, is duly qualified and in good standing and authorized to do business in each other jurisdiction where, because of the nature of Borrower's activities or properties, such qualification is required;
ii. The execution and delivery of this Agreement, the borrowings hereunder, the execution and delivery of the Note, and the performance by Borrower of its obligations under this Agreement and the Note are within Borrower's powers and have been duly authorized by all necessary action (corporate or other), and do not and will not contravene or conflict with any provision of any organizational documents (including, without limitation, any articles of incorporation or by-laws) of Borrower or of any agreement or other document binding upon Borrower or to which its assets are subject;
iii. This Agreement is, and the Note, when executed and delivered will be legal, valid and binding obligations of Borrower enforceable against Borrower in accordance with their respective terms, subject only to bankruptcy, insolvency and other similar laws generally relating to or affecting the enforceability of creditors' rights;
iv. There are no legal, governmental, arbitration or other actions or proceedings which are pending or threatened against Borrower which might result in (a) any material adverse change in Borrower's financial condition, or results of Borrower's business operations; or (b) materially and adversely affect Borrowers' use of Borrower's property or assets, including the Collateral;
v. Except as disclosed in the financial statements of Borrower most recently delivered to Lender pursuant to or in connection with this Agreement, Borrower has no indebtedness or other liabilities;
vi. Borrower is solvent and generally paying its debts as they mature, and Borrower has capital sufficient to carry on its current and proposed business and transactions;
vii. The financial statements, schedules and other information furnished to Lender prior to and after the execution and delivery of this Agreement fairly and accurately present the financial condition and, if applicable, results of operations of Borrower (and any other persons described therein) as of and for the period ending on the date as of which such financial statements are presented; and since the date of the financial statements of Borrower most recently furnished to

Lender, there has been no material adverse change in the financial condition or results of business operations of Borrower;
viii. Borrower has timely filed all material tax returns and reports required to be filed by Borrower with any governmental entity, and has timely paid all taxes, assessments, fees and other charges upon Borrower and upon Borrower's properties, assets and income due and payable;
ix. None of Borrower's Liabilities violates the provisions of the usury laws or any other laws governing interest rates of any state having jurisdiction over Borrower's Liabilities, this Agreement or any transaction contemplated hereby; and the Loan is a loan to a business and each of Borrower's Liabilities under this Agreement is primarily for a business or commercial purpose and does not consist of or involve any credit offered or extended to a consumer primarily for personal, family or household purposes;
x. The Borrower is not in violation of any applicable law, regulation or ordinance of the United States of America or any state, city, town, municipality, county or other jurisdiction, or of any agency or instrumentality of any of the foregoing, in any respect materially and adversely affecting its financial condition, results of operations of Borrower's business, or its property or assets, including, without limitation, any law, regulation or ordinance relating to occupational health or safety or protection of the environment, including hazardous substances; and
xi. The Borrower continues to operate any additional van if such additional van operation was the basis for all or a portion of the Loan.
b. Borrower further represents and warrants that as of the date of this Agreement and as of the disbursement of the Loan, Borrower is in full compliance with all of Borrower's covenants under this Agreement and there does not exist any Event of Default or other event which, but for the passage of time or giving of notice would be an Event of Default.

## 5. COVENANTS OF BORROWER.

a. Negative Covenants. Borrower shall not:
i. Sell, assign, lease, transfer or convey any of Borrower's property or assets or any interest therein except sales of Inventory, sales or assignments of Accounts and equipment leases to Snap-on Tools Company LLC, Lender, or their affiliates, and use of cash in the ordinary course of business; and Borrower shall at all times have good title to and ownership of its property and assets, including the Collateral, and shall, except as permitted in Section 5.a.ii below, not allow, suffer or cause to exist thereon any lien, claim, security interest or encumbrance (including, without limitation, any lien or encumbrance of any governmental entity or agency or with respect to any taxes or debts owed thereto); provided that Borrower shall have the right to contest, in good faith, with reasonable diligence and by appropriate proceedings, the validity of any lien or encumbrance or claim thereof, but only if none of the property or assets of Borrower is subject to sale or foreclosure during such contest, and Borrower shall promptly pay any judgment rendered against Borrower in connection with any such contest;
ii. Incur any indebtedness or guarantee or otherwise become liable with respect to the obligation or indebtedness of any other person or entity, whether for borrowed money or otherwise, except for (a) indebtedness incurred in connection with the lease or purchase of Borrower's van, computer system and other business equipment, provided Lender consents in its sole discretion to such loan or lease, (b) Borrower's Liabilities and any other indebtedness owed to Lender, (c) extensions of the maturities of existing indebtedness and interest thereon, (d) indebtedness which is unsecured and is to persons who execute and deliver to Lender (in form and substance acceptable to Lender) agreements subordinating such indebtedness and their claims against Borrower in connection therewith to the payment of Borrower's Liabilities, (e) indebtedness for personal, family or household purposes that is either unsecured or secured by assets other than
the Collateral, and (f) trade payables and other obligations arising in the ordinary course of business;
iii. Enter into any transaction which materially and adversely affects Borrower's ability to repay Borrower's Liabilities or any other indebtedness of Borrower;
iv. Close or deplete the bank account from which payments on the Note are to be debited pursuant to Section 2.b above, unless suitable arrangements are made upon 30 days' written notice to Lender prior to such closure or depletion for Lender to debit a different bank account; and
v. Use the Loan or any portion thereof to make any payment to Snap-on or its affiliates (other than Lender) except payments for the purchase of Inventory, Accounts or other assets for use in Borrower's Franchise.

## b. Affirmative Covenants. Borrower shall:

i. Operate Borrower's business and properties and always conform Borrower's conduct in accordance with and comply in all respects with all applicable laws, regulations and ordinances of the United States of America, of any state, city, town, municipality, county or other jurisdiction, and of any agency or instrumentality of any of the foregoing;
ii. Timely file all tax returns and reports required to be filed by Borrower with any governmental entity, and timely pay all taxes, assessments, fees and other charges upon Borrower and upon Borrower's properties, assets and income;
iii. Maintain sufficient funds in the bank account to be debited pursuant to Section 2.b above to make each payment on the Note and under this Agreement when and as due;
iv. Maintain levels of Inventory (at Borrower's cost) and Accounts (excluding Accounts or equipment leases sold or assigned to Snap-on, Lender or their affiliates in exchange for consideration other than the Loan) at least equal to the original principal amount of the Loan less any mandatory prepayments as required herein;
v. Use the Loan solely to acquire Inventory, Accounts and other assets and for working capital in connection with the commencement and operation of Borrower's Franchise;
vi. Prepare and deliver to Lender, from time to time as requested, financial statements and other information regarding the financial condition and results of operations of Borrower's Franchise; and
vii. Comply with all terms of the van lease and any van maintenance agreement.

## 6. DEFAULT AND ACCELERATION BY LENDER.

a. Automatic Acceleration Without Notice. Borrower shall be deemed in default under this Agreement and Lender may, at its option, without prejudice to any and all other rights and remedies it may have under this Agreement or under applicable law, accelerate the Loan and declare the entire unpaid amount of Borrower's Liabilities to be immediately due and payable under this Agreement without notice to Borrower in the following instances each of which shall be considered an Event of Default:
i. If Borrower is adjudicated a bankrupt or becomes insolvent, or has a trustee or receiver appointed by a court of competent jurisdiction for all or any part of Borrower's property; or
ii. If a plan of liquidation, reorganization, composition or arrangement of Borrower's affairs is sought to be instituted for or against Borrower, whether or not the same is subsequently approved by a court of competent jurisdiction; or
iii. If a proceeding is filed under any bankruptcy laws or other similar laws and such proceeding is not dismissed within ninety (90) days after filing; or
iv. If Borrower makes a general assignment for the benefit of creditors; or
v. Upon the death or incapacity of Borrower (or a significant owner of Borrower if Borrower is a corporation, limited liability company or other legal entity); or
vi. If Borrower shall cease to be an authorized Snap-on Franchisee because of the termination of, or the transfer or assignment of rights under, the Franchise Agreement between Borrower and Snap-on (or an affiliate thereof).
b. Acceleration Upon Notice. Borrower shall be deemed in default under this Agreement and Lender may, at its option, without prejudice to any and all other rights and remedies it may have under this Agreement or under applicable law, accelerate the Loan and declare the entire unpaid amount of Borrower's Liabilities to be immediately due and payable under this Agreement effective upon Borrower's receipt of written notice of acceleration in the following instances each of which shall be considered an Event of Default:
i. If Borrower fails to satisfy any material judgment against Borrower within thirty (30) days after the judgment is entered and becomes final; or
ii. If any representation or warranty of Borrower contained in this Agreement or in any document or instrument delivered pursuant to this Agreement is untrue or incorrect; or
iii. If Borrower falsifies any report or document required to be furnished Lender, or has made a material misrepresentation in connection with the approval of Borrower under this Agreement, or engages in conduct involving dishonesty in dealing with Lender; or
iv. If Borrower has any obligations outstanding to Lender under this Agreement and Borrower's equity, as determined in accordance with a physical inventory, and review of RA balances has declined from the previous inventory and review of RA balances (or, if no physical inventory has yet been conducted, since Borrower began operations) and Borrower's equity in Borrower's Franchise is not restored by the next physical inventory and review of RA balances (which may be taken thirty (30) days or more after the previous inventory); or
v. If Borrower remains in default beyond the applicable cure period, if any, under any other written agreement with Lender or Snap-on (or any subsidiary or affiliate of Snap-on) or under any van lease for vans used in Borrower's business; or
vi. If any guarantee of any of Borrower's Liabilities is terminated or limited for any reason, including, without limitation, because of revocation or the death of any guarantor.
c. Acceleration Upon Expiration of Cure Period.
i. Except for those items listed in preceding Sections $6 . a-b$, Borrower shall have thirty (30) days after written notice of default from Lender within which to remedy any Event of Default under this Agreement, including but not limited to, those items set forth below as (1) through (3) of this Section 6.c, and provide evidence of that remedy to Lender. If any such default is not cured within that time, Lender may accelerate all Loans and declare the entire unpaid amount of Borrower's Liabilities to be immediately due and payable without further notice to Borrower effective immediately upon expiration of that time, unless Lender shall notify Borrower otherwise in writing.
(1) Failure by Borrower to comply with the provisions of this Agreement or any vehicle lease for vehicles used in Borrower's business or any other written agreement with Lender (or any subsidiary or affiliate including Snap-on) or to carry out the terms of this Agreement in good faith; or
(2) Failure of Borrower to observe or to comply with any of the covenants set forth in this Agreement, or
(3) Failure of Borrower to submit when required any reports pertaining to the Franchise.
ii. Notwithstanding the provisions of preceding Section 6.c.i, if the Event of Default consists of Borrower's failure to pay any monies owed to Lender when such monies become due and payable, whether pursuant to this Agreement, any Loan, or otherwise (whether upon maturity, acceleration or otherwise), and Borrower fails to pay such monies within ten (10) days after receiving written notice of default, then, unless Lender shall notify Borrower otherwise in writing, the entire amount of Borrower's Liabilities and all balances due under this Agreement shall be accelerated and shall be immediately due and payable in full without prejudice to any and all other rights and remedies Lender may have under this Agreement or under applicable law.
7. EFFECT OF DEFAULT AND ACCELERATION ON BORROWER'S RIGHTS. If an Event of Default under this Agreement shall occur, then Lender may, at its option, exercise any one or more of the following rights and remedies:
a. If no Loan has been disbursed, Lender may terminate and cancel this Agreement, or if an additional Loan has not been disbursed, Lender may refuse to disburse the additional Loan amount;
b. Lender may accelerate all Loans and declare the entire unpaid amount of Borrower's Liabilities to be immediately due and payable;
c. Except as may otherwise be required by law, Lender (a) may sell all or any of the Collateral at public or private sale or sales upon such terms and conditions as Lender deems proper (and Lender may purchase any or all of the Collateral at any such sale), and apply the net proceeds of such sale, after deducting all costs, expenses and attorneys' fees incurred at any time in the collection of Borrower's Liabilities and in the protection and sale of the Collateral or Lender's assignee or vendors under any Van Lease Program, first to the payment of Borrower's Liabilities and then to the payment of any other liabilities of Borrower to Lender, and shall return any remaining proceeds to Borrower; provided that Borrower shall remain liable for any Borrower's Liabilities or other amounts remaining unpaid after such application and interest thereon; and (b) may take such other actions as it may deem appropriate or in its interest with respect to the Collateral including, without limitation, (i) transferring the whole or any part of the Collateral into its name or the name of a nominee, (ii) collecting any amounts due on the Collateral directly from the persons obligated thereon, (iii) exercising any voting or other rights with respect to any Collateral consisting of securities, (iv) taking possession and control of the Collateral and any proceeds thereof and (v) suing or making any compromise or settlement with respect to any of the Collateral; and
d. Lender may exercise from time to time any rights and remedies available to it under all applicable laws, including, without limitation, the UCC and the commercial code of any other applicable state. In addition to and not in limitation of all rights of offset that Lender may have under applicable law, Lender shall, upon the occurrence of an Event of Default, have the right to appropriate and apply to the payment of and to set-off against Borrower's Liabilities any and all balances, credits, accounts or money of Borrower then or thereafter received or held by or under the control of Lender. Except as may otherwise be required by law, including with respect to notice of any sale of Collateral, Borrower hereby waives, in connection with this Agreement and Borrower's Liabilities, any right under or benefit of any law (whether or not intended for its advantage or protection) that would restrict or limit the right or ability of Lender to obtain payment of Borrower's Liabilities, including any law that would restrict or limit Lender in the exercise of right to appropriate at any time hereafter any indebtedness owing from Lender to Borrower and any property of Borrower in the possession or control of Lender and apply the same toward or set-off the same against the payment of Borrower's Liabilities. All rights of Lender under this Agreement are cumulative.
8. INDEMNIFICATION BY BORROWER. Borrower shall indemnify and hold Lender, its officers, directors, agents and employees from and against any and all loss, liability or damage (including attorney's fees) arising out of or related to (i) Borrower's violation of applicable law,
including, without limitation, any law, regulation or ordinances relating to taxation, employment, the environment or hazardous substances; and (ii) any hazardous substances disposed of or located, released or transported from any property owned, leased or used by Borrower, or (iii) any claim of any of the foregoing.

## 9. MEDIATION; ARBITRATION; CERTAIN WAIVERS; MISCELLANEOUS.

a. Mediation. Except as otherwise provided in Section 9.e., the parties agree to attempt to resolve any controversy or dispute arising out of, or relating to this Agreement or Borrower's relationship with Lender including, but not limited to, any claim by Borrower, or any person in privity with or claiming through on behalf of or in the right of Borrower, by non-binding mediation prior to any matter being submitted to arbitration. This provision applies only to controversies and disputes that are specific to Borrower or any person in privity with or claiming through on behalf of or in the right of Borrower and not to issues that affect Snap-on franchisees generally. Any such mediation will be held within 60 days after a demand for mediation is made by either party by notice to the other party. The mediation will be conducted in the state in which Borrower resides or a mutually agreeable location. The mediator will be selected by mutual agreement between Borrower and Lender. Lender will pay the costs of the mediator and location at which the mediation takes place.

The parties acknowledge that mediation proceedings are settlement negotiations and that to the extent allowed or required by applicable law, all offers, promises, conduct and statements, whether oral or written, made in the course of the mediation will be confidential and inadmissible in any arbitration, litigation or other legal proceeding involving the parties, provided however, that evidence which is otherwise admissible or discoverable will not be rendered inadmissible or nondiscoverable as a result of its use in mediation.
b. Agreement to Arbitrate. Except as otherwise provided in Section 9.e., any controversy or dispute arising out of, or relating to this Agreement or Borrower's relationship with Lender, including, but not limited to, any claim by Borrower, or any person in privity with or claiming through, on behalf of or in the right of Borrower, concerning the entry into, performance under, nonrenewal of, or termination of, this Agreement; any claim against a past or present employee, officer, director, agent or affiliate of Lender; any claim of breach of this Agreement or any agreement between the parties or their respective affiliates (whether existing before or after this Agreement); and any claims arising under or relating to state or federal laws, including the common law (for example, tort or contract claims), or any statutes, rules, or regulations, shall be submitted to final and binding arbitration as the sole and exclusive means for final and binding resolution of any such controversy or dispute unless prohibited under applicable state law. Persons in privity with or claiming through, on behalf of or in the right of Borrower include, but are not limited to, spouses and other family members, heirs, executors, representatives, shareholders, members, successors and assigns. In no event shall persons in privity include other Snap-on franchisees who have signed separate franchise agreements with Snap-on.

A party's failure or refusal to resolve the controversy or dispute through mediation under Section 9(a) shall not affect either party's obligation to arbitrate the dispute or controversy under this Section 9(b). A demand for arbitration must be made within the applicable statute of limitation period; otherwise, the right to any remedy shall be forever barred, as provided by applicable law and determined by the arbitrator.
c. Procedures for Arbitration. Notwithstanding any other provision of this Agreement, arbitration under this Section 9 shall be governed exclusively by the Federal Arbitration Act as amended (9 U.S.C. §§ 1 et seg.), and arbitration shall take place according to the Commercial Arbitration Rules of the American Arbitration Association ("AAA Rules") in effect as of the date the demand for arbitration is filed. The AAA Rules may be found on the American Arbitration Association's web site at www.adr.org or by searching for those rules using a service such as www.google.com. The arbitration shall be held at the office of the American Arbitration Association nearest the Snap-on

Regional Sales Office to which Borrower was assigned prior to the dispute; provided, however, if such office is outside the state in which the Borrower resides, Borrower may cause the arbitration to be held within the Borrower's state of residence at a place mutually convenient to the parties and the arbitrator. The arbitration shall proceed before a single arbitrator. The arbitrator shall be chosen in accordance with the AAA Rules If the amount claimed by the party filing for arbitration both in the original demand for arbitration and in any amendment is less than Seventy-five Thousand Dollars (\$75,000.00), Lender shall pay the fees and expenses of the arbitrator and filing fees and costs charged by the American Arbitration Association up to a maximum of Seven Thousand Five Hundred Dollars (\$7,500.00). Any amount in excess of Seven Thousand Five Hundred Dollars $(\$ 7,500.00)$ will be split equally by the parties. If the amount of the claim filed either in the original demand for arbitration or by amendment is for Seventy-five Thousand Dollars ( $\$ 75,000.00$ ) or more, the parties agree to split equally the fees and expenses of the arbitrator and the filing fees and costs charged by the American Arbitration Association. If Borrower demonstrates that it is unable to pay its portion of these fees, expenses or costs, then the fees, expenses or costs shall be reapportioned by the arbitrator in accordance with applicable law.

Unless otherwise agreed by the parties or ordered by the arbitrator, following a party's motion for additional discovery, pre-hearing discovery in any arbitration is limited to the following: (1) production of all documents that will be introduced at the hearing; (2) production of written or recorded statements that a party intends to introduce at the hearing; (3) production of all documents relied upon by experts who will testify at the hearing; (4) production by Borrower of tax returns filed by Borrower (including tax returns for a significant owner of Borrower if Borrower is a corporation or limited liability company) for the last three (3) tax years; (5) Statements of Borrower's account balance(s) with Lender for three (3) years prior to the filing of the arbitration (or if any Loans are open or active within three years of the time of the filing, history for the term of such Loan) and (6) not more than two depositions per side.
d. Limitation on Damages, Enforceability. Each party further agrees that, unless such a limitation is prohibited by applicable law as determined by the arbitrator, a, the other party shall not be liable for punitive or exemplary damages and that the arbitrator shall have no authority to award the same. The award or decision by the arbitrator shall be final and binding on the parties and may be enforced by judgment or order of a court having competent jurisdiction. The parties consent to the exercise of personal jurisdiction in the state where the arbitration took place. The parties consent to the exercise of personal jurisdiction over them by such courts for the purpose of carrying out this provision; and they waive any objections that they would otherwise have to the same. The parties agree to arbitrate only controversies and disputes that are specific to Borrower or any person in privity with or claiming through, on behalf of or in the right of, Borrower and therefore Borrower and Lender agree that (i) arbitration under this Section 9 shall be brought on an individual basis only and may not be brought as a class or consolidated action or by way of joinder of separate parties unless all parties otherwise agree in writing, and absent such written agreement (ii) there will be no right or authority for any controversy or dispute to be brought, heard or arbitrated as a class or consolidated action or by way of joinder of separate parties ("Class/Consolidated Action Waiver"). Notwithstanding any other provision of this Agreement or the AAA Rules, disputes regarding the validity, enforceability or breach of the Class/Consolidated Action Waiver may be resolved only by a civil court of competent jurisdiction and not by an arbitrator. No finding or stipulation of fact or law in any other arbitration shall be given preclusive or collateral estoppel effect in any arbitration hereunder. In no event shall the arbitrator have the right, power, jurisdiction or contractual authority to award any damages or relief in excess of or in addition to those damages suffered specifically by the parties to arbitration, or as otherwise provided by applicable law or this Agreement . In any case in which (1) the dispute is filed as a class or consolidated action or by way of joinder of separate parties and (2) there is a final judicial determination that all or part of the Class/Consolidated Action Waiver is invalid or unenforceable, the class, consolidated action or
joinder of separate parties to that extent must be litigated in a civil court of competent jurisdiction, but the portion of the Class/Consolidated Action Waiver that is enforceable shall be enforced in arbitration.

In addition, in the event any other provision in this Section 9 is determined to be invalid or unenforceable as a matter of law, then it is the intention of the parties to this Agreement that such provision be deemed inoperative and stricken from this Agreement, and that the remainder of this Section 9, to the extent not legally invalid or unenforceable under applicable law, be enforced as written and as if the invalid or unenforceable provision or provisions had not been included in this Section 9.

BY SIGNING BELOW, THE PARTIES AGREE THAT THEY ARE REQUIRED TO ARBITRATE CERTAIN DISPUTES AND CLAIMS AS SET FORTH IN THIS SECTION 9 AND ARE LIMITED IN THE MANNER IN WHICH THEY CAN SEEK RELIEF, INCLUDING THAT THEY EACH SPECIFICALLY WAIVE THEIR RIGHT TO BRING SUCH CLAIMS IN A COURT OF LAW AND TO HAVE A TRIAL BY JURY.
e. Provisional Remedies. Each party shall have the right to seek from an appropriate court provisional remedies including, but not limited to, temporary restraining orders, preliminary injunctions or replevin orders before, during or after arbitration. Neither party need await the outcome of the arbitration or selection of an arbitrator before seeking provisional remedies. Seeking any such remedies shall not be deemed to be a waiver of either party's right to compel arbitration. Any such action shall be brought by Lender or Borrower in the county (or similar political unit) or federal judicial district where Borrower resides, or where any property that may be the subject of the action is located. The parties consent to the exercise of personal jurisdiction over them by courts located there and to the propriety of venue in such courts for the purpose of carrying out this provision; they waive any objections that they would otherwise have to the same; and they waive the right to have any such action decided by a jury.
f. Waiver of Demand, Etc. Borrower hereby waives demand, presentment and protest, and notice of demand, presentment, protest, nonpayment or dishonor, with respect to the Note and Borrower's Liabilities, and with respect to any notes, checks or other negotiable instruments which may be included in the Collateral or held by Lender with respect to which Borrower is an endorser, drawer, surety or other responsible party, and Borrower hereby consents to any and every renewal or extension of time that may be granted with respect to such instruments.
g. Collection Costs. Except as provided under Section 9.c. above Borrower shall pay all reasonable costs of collection of Borrower's Liabilities, all reasonable costs in connection with the use, custody, protection and sale of the Collateral and all reasonable costs paid or incurred in enforcing or preserving any of Lender's rights hereunder or in connection with any transaction or proceeding in which Lender may become concerned or involved by reason of its interest in this Agreement or any of Borrower's Liabilities or any action by Borrower, in each case including reasonable attorneys' fees, all promptly on demand of Lender or other person incurring the same. Borrower shall also pay interest on the foregoing amounts at the highest default rate provided under Section 2.a. Any such costs may be deducted by Lender from any money received under this Agreement or on the Note.
h. No Waiver by Lender. Lender shall not (by act, delay, omission or otherwise) be deemed to have waived any of its rights or remedies hereunder, or provision hereof, unless such waiver is in writing and signed by Lender, and any such waiver shall be effective only to the extent specifically set forth therein; and a waiver by Lender of any right or remedy under this Agreement on any one occasion shall not be construed as a bar to or waiver or any such right or remedy which Lender would otherwise have had on any future occasion.
i. Further Acts. Borrower shall do and perform all further acts and deeds and shall execute and deliver to Lender all instruments, documents, assignments, assurances or other writings that may be necessary or desirable to Lender to carry out the terms and intent of this agreement or effectuate the rights of Lender hereunder.
j. Limitation of Lender's Liability. Borrower agrees that Lender shall not be liable to Borrower for (i) any failure of Lender to protect, enforce or collect in whole or in part any of the Collateral; (ii) Lender's notification to any Obligor of Lender's security interest in the Accounts; (iii) Lender's directing any Obligor to pay any sums owing to Borrower directly to Lender; and (iv) any other act or omission to act on the part of Lender, its officers, agents or employees, except for gross negligence or willful misconduct.
k. Severability. In addition to severability as provided in Section 9, each article, section, subsection, paragraph, subparagraph, term, and condition of this Agreement and any portions thereof, shall be considered severable. If, for any reason, any portion of this Agreement is determined to be invalid, contrary to, or in conflict with, any applicable present or future laws in a final, non-appealable ruling issued by any court, agency, or tribunal with valid jurisdiction in a proceeding to which Snap-on Credit is a party, that ruling shall not impair the operation of, or have any other effect upon, any other portions of this Agreement; all of which shall remain binding on the parties and continue to be given full force and effect. Any invalid portion shall be deemed not to be a part of this Agreement as of the date upon which the ruling becomes final, if Borrower is a party to such proceedings, or upon Borrower's receipt of notice of non-enforceability from Snap-on Credit.
I. Successors and Assigns. This Agreement shall be binding upon and inure to the benefit of the successors and assigns of Borrower and Lender, provided that this Agreement may not be assigned by Borrower without the prior written consent of Lender.
m. Notices. All notices, requests, consents, or approvals required or permitted to be given hereunder shall be in writing and shall be deemed to be properly delivered immediately, if personally delivered, on the date of receipt if overnight delivery service is used or five (5) business days after having been sent by United States Postal Service registered or certified mail, postage prepaid, return receipt requested: (a) if to Borrower, addressed to Borrower at the address first above written or at such other address as Borrower may have designated from time to time by written notice to Snap-on Credit; and (b) if to Lender, addressed to Snap-on Credit LLC at 950 Technology Way, Suite 301, Libertyville, Illinois, 60048 (marked Attn: President), or to such other address as Lender may have designated from time to time by written notice to Borrower.
n. Amendments. This Agreement may be amended from time to time by amendments duly executed by Borrower and Lender; provided that any amendment hereto signed by Borrower shall be binding upon Borrower.
o. Multiple Borrowers. If this Agreement (including any counterpart hereof) is signed by more than one Borrower, the liability of each Borrower shall be joint and several, and each reference herein to Borrower shall be deemed to refer to each such Borrower. No release, discharge or modification of the obligations of, or the Collateral provided by, any person liable under this Agreement shall affect the obligations of any other person under this Agreement.
p. Entire Agreement. This Agreement and the Note and the other documents delivered or to be delivered in connection with or pursuant to this Agreement contain all of the agreements of Lender and Borrower with respect to the subject matter hereof.
q. Governing Law. Except to the extent that the Federal Arbitration Act shall apply in accordance with Section 9 above, this Agreement and the relationship of the parties shall be construed in accordance with the laws (without regard to the conflicts of laws provisions) of the State Illinois in which the Lender's office is located.

FOR CALIFORNIA RESIDENTS: This Agreement is made pursuant to Section 22500 of the California Financial Code. California Finance Lenders License No. 603-6880.

NOTICE TO SOUTH DAKOTA RESIDENTS: Any concerns regarding improprieties may be reported to the South Dakota Division of Banking, 1601 N. Harrison Avenue, Suite 1, Pierre, South Dakota, 57501, or call 605.773.3421

IMPORTANT: READ BEFORE SIGNING. THE TERMS OF THIS AGREEMENT SHOULD BE READ CAREFULLY BECAUSE ONLY THOSE TERMS IN WRITING ARE ENFORCEABLE. NO OTHER TERMS OR ORAL PROMISES NOT CONTAINED IN THIS WRITTEN CONTRACT MAY BE LEGALLY ENFORCED. YOU MAY CHANGE THE TERMS OF THIS AGREEMENT ONLY BY ANOTHER WRITTEN AGREEMENT.

IN WITNESS WHEREOF, the parties hereto have caused this Agreement to be duly signed as of
$\qquad$ (the "Effective Date").

## BORROWER

[CORPORATE NAME]
[ADDRESS]
(Print Name and Title)

Send notices to attention of:
$\qquad$
(Title)

## SNAP-ON CREDIT LLC

$\qquad$
(Print Name and Title)

## ADDENDUM TO SNAP-ON CREDIT LOAN AND SECURITY AGREEMENT (Franchisee Owned by Trust)


#### Abstract

THIS ADDENDUM TO SNAP-ON CREDIT LOAN AND SECURITY AGREEMENT ("Addendum") amends that certain Loan and Security Agreement (the "Loan Agreement") as of the Effective Date below, between SNAP-ON CREDIT LLC ("Snap-on Credit"), and the undersigned corporation or limited liability company ("Company"), the majority of the stock of which, or the majority membership interest in which is owned by the undersigned trust ("Borrower").


The Loan Agreement is hereby amended as follows:

1. Section 3(b) of the Loan Agreement is amended to also include the following:

If Borrower is held in trust, Lender may at any time request that the grantor(s) and/or trustee(s) and/or beneficiaries of the trust sign and deliver such financing statements and other documents, in order to effectuate or perfect Lender's security interest in the Collateral hereunder.
2. Section 4(a)(vii) of the Loan Agreement is deleted, in its entirety, and the following new Section 4(a)(vii) is inserted in lieu thereof:
(vii) The financial statements, schedules and other information furnished to Lender prior to and after the execution and delivery of this Agreement fairly and accurately present the financial condition and, if applicable, results of operations of Borrower (and any other persons described therein, including the grantor(s) or trustee(s) of a trust) as of and for the period ending on the date as of which such financial statements are presented; and since the date of the financial statements of Borrower most recently furnished to Lender, there has been no material adverse change in the financial condition or results of business operations of Borrower;
3. The following Section 5(b)(viii) is added to the end of Section 5(b) of the Loan Agreement:
(viii) If the Borrower is held in trust and this Agreement is in force and effect at the time of a change in trustee under the terms of the governing trust document, provide Lender with a Notice for Change in Trustee (as defined in the Policy for Trust-Owned Franchises) within thirty (30) days of such change of trustee.
4. Section 6(a)(v) of the Loan Agreement is deleted, in its entirety, and the following is substituted as a new Section 6(a)(v), in its place instead:
(v) Upon the death or incapacity of Borrower (or a significant owner of Borrower if Borrower is a corporation, limited liability company or other legal entity, or if Borrower is held in trust, the grantor(s) or trustee(s) of the trust), or dissolution or transfer of the Trust without prior notice to Lender which results in a material adverse change I the assets of the trust. For purposes of this subsection, "transfer" includes a direct or indirect, distribution, sale, assignment, transfer, conveyance and gift; or
5. Section 6(b)(vi) of the Loan Agreement is deleted, in its entirety, and the following is substituted as a new Section 6(b)(vi-viii), in its place instead:
(vi) If any guarantee of any of Borrower's Liabilities is terminated or limited for any reason, including, without limitation, because of revocation or the death of any guarantor, or if Borrower is held in trust, the grantor(s) or trustee(s) of the trust); or
(vii) If the Borrower is held in trust and this Agreement is in force and effect at the
time of a change in trustee under the terms of the governing trust document and such new trustee fails to provide to Lender a Notice for Change in Trustee (as defined in the Policy for Trust-Owned Franchises) within thirty (30) days of such change of trustee; or
(viii) If the Borrower is held in trust, any transfer of the Franchise, including but not limited to a transfer to the grantor of the trust, a new trust, a beneficiary or beneficiaries of the trust, or to a third-party, that does not comply with the requirements of Section 18.B. of the Franchise Agreement. For purposes of this subsection, "transfer" includes a direct or indirect, distribution, sale, assignment, transfer, conveyance and gift.
6. Section 9(a) of the Loan Agreement is amended to also include the following:

If Borrower is held in trust, the mediation will be conducted in the state where here any property that may be the subject of the action is located.
7. Section 9(b) of the Loan Agreement is amended to also include the following:

For purposes of this Agreement, persons in privity with or claiming through, on behalf of or in the right of Borrower include, but are not limited to, spouses and other family members, heirs, executors, representatives, shareholders, members, successors, assigns and trustees and grantors of trusts.
8. Section 9(c) of the Loan Agreement is amended to also include the following:

If Borrower is held in trust, the arbitration will be conducted in the state where any property that may be the subject of the action is located.

Unless otherwise agreed by the parties or ordered by the arbitrator, following a party's motion for additional discovery, pre-hearing discovery in any arbitration is limited to tax returns for the grantor(s) and/or trustees of the trust, if Borrower is held in trust, for the last three (3) tax years.
9. Section 9(e) of the Loan Agreement is amended to also include the following:

If Borrower is held in trust, any such action shall be brought by Snap-On Credit or Borrower in the county (or similar political unit) where any property that may be the subject of the action is located.
10. Section 9(I) of the Loan Agreement is amended to also include the successor trustees of a trust to the successors and assigns.
11. Section 9 of the Loan Agreement is amended to also include the following:

Notwithstanding anything herein to the contrary, if Borrower is held in trust, the provisions of Sections 9.a. to 9.e. shall apply to the trustee(s) of such trust.

IN WITNESS WHEREOF, the parties have executed this Addendum as of the Effective Date of the Loan Agreement.

## BORROWER:

## SNAP-ON CREDIT LLC

## [CORPORATE NAME] [ADDRESS]

By: $\qquad$

By:
Printed Name \& Title: $\qquad$

# Gmapan Credit 

## CONTINUING UNCONDITIONAL GUARANTEE

(FOR CORPORATE or LIMITED LIABILITY COMPANY)

FOR VALUE RECEIVED, and to induce Snap-on Credit LLC, (the "Snap-on Credit") to lease, lend money, extend credit or provide other financial accommodation, or agree to accept assignment of certain contracts or rights, or to enter into other contractual relationships or to continue any of the foregoing, to or with
a
corporation or limited liability company [strike one] ("Company") the majority of the stock of which or the majority membership interest in which [strike one] is owned by the Guarantor or Guarantors, and in consideration thereof, the undersigned Guarantor or Guarantors (hereafter collectively the "Guarantor") hereby unconditionally absolutely guarantees: (A) the full and prompt payment when due (whether at maturity or by declaration, amortization, acceleration or otherwise) and at all times thereafter of all indebtedness, obligations and liabilities of every kind and nature whatsoever of Company to Snap-on Credit howsoever created, arising, acquired, held or evidenced, and whether direct or indirect, primary or secondary, absolute or contingent, joint or several, now or hereafter existing, due or to become due; and (B) the full, prompt and faithful performance and discharge by Company of each and every term, condition, agreement, representation and warranty on the part of Company contained in any agreement (including any amendment, modification or supplement thereof) relating to any loan, credit or other financial accommodation from Snap-on Credit to Company or any other contractual relationship between Snap-on Credit and Company (all such obligations referred to in (A) and (B) above being hereinafter collectively referred to as the "Liabilities"). The Guarantor further agrees to pay to Snap-on Credit, upon demand, all costs and expenses, including attorneys' fees, paid or incurred by Snap-on Credit in collecting or obtaining payment or performance of any Liabilities or in enforcing Snap-on Credit's rights under or with respect to any agreement or collateral or other security in connection with any Liabilities, or in enforcing this Continuing Unconditional Guarantee (this "Guarantee").

In the event that Company fails to pay, perform or discharge the Liabilities when such Liabilities become due and payable (whether by default, acceleration or otherwise), or in the event of the death, incompetency, dissolution, insolvency or bankruptcy of Company or the Guarantor or the inability of Company to pay its debts as they mature, or in the event of an assignment by Company for the benefit of creditors, or the institution of any proceeding by or against Company alleging that Company is insolvent or unable to pay its debts as they mature, and if such event shall occur at a time when any of the Liabilities may not then be due and payable, the Guarantor agrees to pay to Snap-on Credit, immediately upon demand, the full amount which would be payable hereunder by the Guarantor if all of the Liabilities were then due and payable and to otherwise perform and discharge such Liabilities.

This Guarantee shall be a continuing, absolute and unconditional guarantee, and shall remain in full force and effect until written notice of its discontinuance shall be actually received by Snap-on Credit, and also until any and all of said Liabilities created before receiving such notice of discontinuance shall be fully paid, performed or discharged. The death of the Guarantor shall not terminate this Guarantee until written notice of such death shall have been actually received by Snap-on Credit, and also until all of said Liabilities created before receiving such notice shall be fully paid, performed or discharged.

The liability of the Guarantor under this Guarantee shall not be affected, impaired, reduced, released, limited or modified by any of the following (any or all of which may be done or omitted by Snap-on Credit in its sole discretion and without notice): (a) any act or failure to act by Snap-on Credit with respect to Company, the Liabilities or any collateral or security therefore; (b) any sale, pledge, surrender, compromise, release, renewal, extension, indulgence, alteration, disposition, exchange, change or modification in or of any of the Liabilities (including, without limitation, any renewal note), any collateral or security for the Liabilities or any agreement or instrument relating to the Liabilities; (c) the acceptance, rejection or release by Snap-on Credit of any collateral or security for, any obligor with respect to, or any other guarantee of, any of the Liabilities; (d) any failure, neglect or omission by Snap-on Credit to realize upon any of the Liabilities or upon any collateral or security therefore (including any failure to protect or insure or to perfect any lien on any such collateral or security); (e) the invalidity or unenforceability of or any irregularity with respect to any Liability; (f) the bankruptcy or insolvency of Company or the application to Company or its estate of any provision of the United States Bankruptcy Code or any other bankruptcy or insolvency law; (g) the extension of additional loans, credits or other financial accommodations made to Company without notice to or approval of the Guarantor; (h) any change in Company's name or any merger, acquisition or consolidation involving Company; or (i) any other act or failure to act of any kind by Snap-on Credit, other than the execution and delivery by Snap-on Credit to the Guarantor of a written document clearly and expressly amending, releasing or canceling this Guarantee.

The Guarantor hereby waives: (a) notice of the acceptance of this Guarantee; (b) notice of the existence, creation, extension or modification of any of the Liabilities, any collateral or other security therefore or any agreement relating thereto; (c) demand, presentment, protest and notice of demand, presentment, protest, nonpayment, dishonor or default, and all other notices whatsoever; and (d) all diligence in collection or protection of or realization upon any Liabilities, any obligation of the Guarantor hereunder or any collateral or other security for any of the foregoing.

This Guarantee is a guaranty of payment and not of collection. There shall be no conditions to the obligation of the Guarantor to pay, perform and discharge any Liabilities upon failure by Company to pay, perform or discharge such Liabilities when due (whether at maturity or by declaration, acceleration or otherwise), and Snap-on Credit shall be under no obligation to seek to obtain payment, performance or discharge from Company or any other person or entity or to resort to or seek to realize upon any collateral or any other security or property whatsoever prior to obtaining payment, performance or discharge by the Guarantor on this Guarantee. Snap-on Credit shall have the exclusive right to determine how, when and what application shall be made of any payments and credits on the Liabilities or under this Guarantee.

Until all of the Liabilities are fully paid, performed and discharged, the Guarantor hereby:
(a) assigns to Snap-on Credit as security for the Guarantor's obligations under this Guarantee, and subordinates to the Liabilities, any liabilities, indebtedness and obligations of Company held by or owed to the Guarantor, including any collateral or other security therefore,
(b) assigns to Snap-on Credit, and agrees that Snap-on Credit shall have, a security interest in the following business property, assets, rights and interests of Company or Guarantor (as applicable), whether now owned or existing or hereafter acquired or arising:
(1) Any collateral, including, but not limited to, any goods, equipment, chattel paper, accounts, general intangibles, or any other assets it may now own or hereafter acquire which may constitute Collateral (as such term is defined in (b) (1) through (6), infra), or proceeds of

Collateral of Company or Guarantor (as applicable) for any amounts owed to Snap-on Credit by Company;
(2) All of Company's or Guarantor's (as applicable) Accounts (the term "Accounts" as used herein includes, without limitation, all of Guarantor's accounts receivable arising out of the sale or lease of Inventory or other goods or out of the rendering of services), whether or not specifically assigned to Snap-on Credit;
(3) All of Company's or Guarantor's (as applicable) Inventory (the term "Inventory" as used herein includes, without limitation, all of Company's or Guarantor's goods held for sale or lease or being processed for sale or lease, including all materials, work-in-process, finished goods, supplies and other goods customarily classified as inventory), including Inventory at any time in the possession of any bailee;
(4) All of Company's or Guarantor's (as applicable) business equipment (the "Equipment");
(5) All of Company's or Guarantor's (as applicable) goods, vehicles, (including Company's or Guarantor's van or truck, and to the extent allowed by law without requirement to specify particular VIN numbers of such vehicles) furnishings and fixtures wherever located but only to the extent that such items are used primarily in connection with Company's or Guarantor's (as applicable) Snap-on Business;
(6) All of Company's or Guarantor's (as applicable) cash, negotiable instruments, documents of title, warehouse receipts, chattel paper, general intangibles, securities, leases, contract rights, certificates of deposit, deposit accounts, cash equivalents, interest or dividends on any of the foregoing, insurance claims, patents, trademarks, good will and other property of any kind or description, wherever now or hereafter located, but only to the extent that such items are used primarily in connection with Company's or Guarantor's (as applicable) Snap-on Business; and

Without limiting the foregoing, all substitutions, renewals, improvements and replacements of, and additions and accessions to, the foregoing, and all products and proceeds of the foregoing, including, without limitation, all of the proceeds in any form of Company's or Guarantor's (as applicable) Accounts and Inventory, whether specifically assigned to Snap-on Credit or not. Notwithstanding the foregoing, if Guarantor is an individual, Guarantor's residence, personal, family or household goods and assets not related to or used primarily in connection with Company's or Guarantor's (as applicable) Snap-on Business are specifically excluded from the definition of "Collateral." The terms used herein to identify the Collateral shall have the respective meanings assigned to such terms as of the date hereof in the Uniform Commercial Code, as amended, in effect in the state listed in the introductory paragraph as Company's address (the "UCC"). The security interest granted hereby shall continue to attach to the Collateral notwithstanding any sale, exchange or other disposition of the Collateral by Company or Guarantor (as applicable), except for Inventory sold in the ordinary course of business. The security interest herein granted is to secure the payment of all of Guarantor's obligations to guarantee payment and/or performance to Snap-on Credit of all of the Liabilities; all costs and expenses, including attorneys' fees, paid or incurred by Snap-on Credit in collecting or obtaining payment or performance of any Liabilities or in enforcing Snap-on Credit's rights under or with respect to any agreement or collateral or other security in connection with any Liabilities, or in enforcing this Guarantee and the performance of all of Guarantor's obligations to Snap-on Credit hereunder; and any and all other obligations of Company or Guarantor to Snap-on Credit of every kind and description, direct or indirect, absolute or contingent, due or about to become due, now existing or hereafter arising.
(c) waives any rights that the Guarantor may have against Company or with respect to the Liabilities or any collateral or other security therefore by reason of any one or more payments or acts in compliance with the obligations of the Guarantor under this Guarantee.

Snap-on Credit may, without notice, sell, assign or transfer all or any of the Liabilities and, in such event, each and every immediate and successive assignee, transferee or holder of, or any participant in, any of the Liabilities shall have the rights, powers and benefits granted to Snap-on Credit in this Guarantee, including the right to enforce this Guarantee by suit or otherwise.

In the event that a claim (a "repayment claim") shall be made upon Snap-on Credit at any time for repayment of any amount received by Snap-on Credit in payment of any of the Liabilities, whether received from Company or the Guarantor, or received as the proceeds of collateral, or otherwise, by reason of: (a) any judgment, decree or order of any court or administrative body having jurisdiction over Snap-on Credit or any of its property; or (b) any settlement or compromise of any such repayment claim effected by Snap-on Credit with the claimant (including Company), the Guarantor shall remain liable to Snap-on Credit for any amount repaid pursuant thereto to the same extent as if such amount had never originally been received by Snap-on Credit, notwithstanding any termination hereof or the cancellation of any note or other instrument evidencing any of the Liabilities.

Mediation. Except as otherwise provided in the provisional remedies below the parties agree to attempt to resolve any controversy or disputes arising out of or relating to this Guarantee including, but no limited to by non-binding mediation prior to any matter being submitted to arbitration. This provision applies only to controversies and disputes that are specific to Franchisee, or any person in privity with or claiming through, on behalf of or in the right of Franchisee and not to issues that affect Snap-on franchisees generally. Any such mediation will be held within 30 days after a demand for mediation is made by either party by notice to the other party. The mediation will be conducted in the state in which Franchisee resides. The mediator will be mutually agreed upon by the Franchisee and Snap-on Credit, and Snap-on Credit will pay the costs of the mediator and for the location at which the mediation takes place.

The parties acknowledge that mediation proceedings are settlement negotiations and that to the extent allowed or required by applicable law, all offers, promises, conduct and statements, whether oral or written, made in the course of the mediation will be confidential and inadmissible in any arbitration, litigation or other legal proceeding involving the parties, provided however, that evidence which is otherwise admissible or discoverable will not be rendered inadmissible or nondiscoverable as a result of its use in mediation.

Arbitration. Except as otherwise provided in the provisional remedies below, any controversy or dispute arising out of or relating to this Guarantee including, but not limited to, any claim by Guarantor, or any person in privity with or claiming through, on behalf of or in the right of Guarantor, concerning the entry into, performance under, or termination of, this Guarantee; any claim against a past or present employee, officer, director, agent or affiliate of Snap-on Credit; any claim of breach of this Guarantee or any agreement between the parties or their respective affiliates (whether existing before or after this Guarantee); and any claims arising under state or federal laws, including any statutes, rules, or regulations, will be submitted to final and binding arbitration as the sole and exclusive means for final and binding resolution of any such controversy or dispute. Persons in privity with or claiming through, on behalf of or in the right of Franchisee include, but are not limited to, spouses and other family members, heirs, executors, representatives, shareholders, members,
successors and assigns. In no event will persons in privity include other Snap-on franchisees who have signed separate franchise agreements with Snap-on Credit.

A party's failure or refusal to resolve the controversy or dispute through mediation under mediation provision above will not otherwise affect either party's obligation to arbitrate the dispute or controversy under this arbitration provision. A demand for arbitration must be made in writing within the applicable statute of limitation period; otherwise, the right to any remedy will be forever barred, as provided by applicable law and determined by the arbitrator.

Notwithstanding any other provision of this Agreement, arbitration under this arbitration provision will be governed exclusively by the Federal Arbitration Act as amended (9 U.S.C. §§ 1 et seg.), and arbitration will take place according to the Commercial Arbitration Rules of the American Arbitration Association ("AAA Rules") in effect as of the date the demand for arbitration is filed. The AAA Rules may be found on the American Arbitration Association's web site at www.adr.org or by searching for those rules using a service such as www.google.com. The arbitration will be held at the office of the American Arbitration Association nearest the Snap-on Regional Sales Office to which Franchisee was assigned most recently prior to the demand for arbitration; provided, however, if such office is outside the state in which the Franchisee resides, Franchisee may cause the arbitration to be held within Franchisee's state of residence at a place mutually convenient to the parties and the arbitrator.

The arbitration will proceed before a single arbitrator. The arbitrator will be chosen in accordance with the AAA Rules. If the amount claimed by the party filing for arbitration both in the original demand for arbitration and in any amendment is less than Seventy-five Thousand Dollars ( $\$ 75,000.00$ ), Snap-on Credit will pay the fees and expenses of the arbitrator and filing fees and costs charged by the American Arbitration Association up to a maximum of Seven Thousand Five Hundred Dollars $(\$ 7,500.00)$. Any amount in excess of Seven Thousand Five Hundred Dollars $(\$ 7,500.00)$ will be split equally by the parties. If the amount of the claim filed either in the original demand for arbitration or by amendment is for Seventy-five Thousand Dollars ( $\$ 75,000.00$ ) or more, the parties agree to split equally the fees and expenses of the arbitrator and the filing fees and costs charged by the American Arbitration Association. If Franchisee demonstrates that it is unable to pay its portion of these fees, expenses or costs, then the fees, expenses or costs will be reapportioned by the arbitrator in accordance with applicable law.

Unless otherwise agreed by the parties or ordered by the arbitrator, following a party's motion for additional discovery, pre-hearing discovery in any arbitration is limited to the following: (1) production of all documents that will be introduced at the hearing; (2) production of written or recorded statements that a party intends to introduce at the hearing; (3) production of all documents relied upon by experts who will testify at the hearing; (4) production by Franchisee of tax returns filed by Franchisee (including tax returns for a significant owner of a Corporate Franchisee) for the last three (3) tax years; (5) production by Snap-on Credit of Franchisee's statements of account balance with Snap-on Credit for three (3) years prior to the filing of the arbitration; and (6) not more than two depositions per side.

Each party further agrees that, unless such a limitation is prohibited by applicable law, as determined by the arbitrator, a party will not be liable for punitive or exemplary damages and the arbitrator will have no authority to award the same. The award or decision by the arbitrator will be final and binding on the parties and may be enforced by judgment or order of a court of competent jurisdiction. The parties consent to the exercise of personal jurisdiction in the state where the arbitration took place. The parties consent to the exercise of personal jurisdiction over them by such courts for the purpose of carrying out this provision; and they waive any objections that they would otherwise have to the same.

The parties agree to arbitrate only controversies and disputes that are specific to Franchisee, or any person in privity with or claiming through, on behalf of or in the right of, Franchisee, and therefore Franchisee and Snap-on Credit agree that (i) arbitration under this arbitration provision will be brought on an individual basis only and may not be brought as a class or consolidated action or by way of joinder of separate parties unless all parties otherwise agree in writing, and absent such written agreement (ii) there will be no right or authority for any controversy or dispute to be brought, heard or arbitrated as a class or consolidated action or by way of joinder of separate parties ("Class/Consolidated Action Waiver"). Notwithstanding any other provision of this Agreement or the AAA Rules, disputes regarding the validity, enforceability or breach of the Class/Consolidated Action Waiver may be resolved only by a civil court of competent jurisdiction and not by an arbitrator. No finding or stipulation of fact or law in any other arbitration shall be given preclusive or collateral estoppel effect in any arbitration hereunder. In no event shall the arbitrator have the right, power, jurisdiction or contractual authority to award any damages or relief in excess of or in addition to those damages suffered specifically by the parties to the arbitration or as otherwise provided by applicable law or this Agreement.

In any case in which (1) the dispute is filed as a class or consolidated action or by way of joinder of separate parties and (2) there is a final judicial determination that all or part of the Class/Consolidated Action Waiver is invalid or unenforceable, the class, consolidated action or joinder of separate parties to that extent must be litigated in a civil court of competent jurisdiction, but the portion of the Class/Consolidated Action Waiver that is enforceable will be enforced in arbitration.

In addition, in the event any other provision in this arbitration provision is determined to be invalid or unenforceable as a matter of law, then it is the intention of the parties to this Agreement that such provision be deemed inoperative and stricken from this Agreement, and that the remainder of this arbitration provision, to the extent not legally invalid or unenforceable under applicable law, be enforced as written as if the invalid or unenforceable provision or provisions had not been included in this arbitration provision.

Provisional Remedies. Each party shall have the right to seek from an appropriate court provisional remedies including, but not limited to, temporary restraining orders, preliminary injunctions or replevin orders before, during or after arbitration. Neither party need await the outcome of the arbitration or selection of an arbitrator before seeking provisional remedies. Seeking any such remedies will not be deemed to be a waiver of either party's right to compel arbitration. Any such action will be brought by Snap-on Credit or Franchisee in the county (or similar political unit) or federal judicial district where Franchisee resides, or where any property that may be the subject of the action is located. The parties consent to the exercise of personal jurisdiction over them by courts located there and to the propriety of venue in such courts for the purpose of carrying out this provision; they waive any objections that they would otherwise have to the same; and they waive the right to have any such action decided by a jury.

This Guarantee shall be deemed to have been delivered and made and shall be interpreted and the rights and liabilities of the parties hereto determined in accordance with the laws (without regard to the conflicts of laws provisions) of the State of Illinois in which the Snap-on Credit's office is located, except to the extent the Federal Arbitration Act governs the provisions of any arbitration agreement herein. Whenever possible, except as otherwise provided above, each provision of this Guarantee shall be interpreted in such manner as to be effective and valid under applicable law, but if any provision of this Guarantee shall be prohibited by or invalid under applicable law, such provision shall be ineffective to the extent of such prohibition or invalidity, without invalidating the
remainder of such provision or the remaining provisions of this Guarantee. This Guarantee shall be binding upon the Guarantor and upon the heirs, legal representatives and successors of the Guarantor, and shall inure to the benefit of Snap-on Credit, its legal representatives, successors and assigns.

If this Guarantee (including any counterpart hereof) is signed by more than one Guarantor, the liability of each Guarantor shall be joint and several, and each reference herein to the Guarantor shall be deemed to refer to each such Guarantor. In furtherance and not in limitation of the rights and remedies of Snap-on Credit hereunder or at law, Snap-on Credit may proceed under this Guarantee against any or all Guarantors in its absolute and sole discretion for any Liabilities or other obligations of Company arising hereunder. No release, discharge or modification of the obligations of, or the collateral provided by, any party liable on this Guarantee shall affect the obligations of any other party on this Guarantee.

IN WITNESS WHEREOF, the undersigned has caused this Guarantee to be executed and delivered:
(Individual Signature of Guarantor)
Printed Name: $\qquad$ , an individual

Dated $\qquad$

## Easy and Convenient Payment Method Automated Payment Plan

I (we) (hereafter, the "Account Holder") authorize Snap-on Credit LLC hereafter called (SOC"), to initiate debit entries to my (our) account as set forth below (the "Account"). Account Holder authorizes the financial institution named on the attached voided check, or otherwise identified below, hereafter called "Bank", to honor entries initiated by SOC and debit the same to such Account and/or to correct any errors. This authority is to remain in force and effect until the schedule of payments is completed or until SOC and/or Bank have received notification of its termination. To terminate this authority, Account Holder must call or write Bank, or call or write SOC at 1-888-846-8122 or the address shown below, in time to receive the request 3 business days or more before the payment is scheduled to be made. If Account Holder calls the Bank, they may also require the request be made in writing and to provide it within 14 days after the call.

Account Holder hereby authorizes Bank to pay and charge to the Account, electronic fund transfers or other forms of pre-authorized check or withdrawal order transfers initiated by SOC and its assigns to its own order in the amount of the Weekly Deduction set forth below or in such other authorized amounts as may be due from time to time, which may be more than the weekly Deduction and may include interest or fees charged to my account. If SOC charges the Account authorized amounts in excess of the authorized Weekly Deduction, SOC will tell Account Holder 10 days before each payment, when it will be made and how much it will be.

Account Holder understands that regardless of this Direct Debit authorization, liability to SOC and its assigns continues for any sums due under any agreement with them which are not otherwise available for automatic withdrawal from the Account. In addition, should the Bank assess any charges, fees, or penalties due it as a result of SOC's withdrawal requests from the Account for the purposes set forth in this Agreement, or should SOC assess fees and charges to my account (such as late fees or NSF fees for dishonored payments). Account Holder confirms responsibility for and shall pay such charges, fees, or penalties directly to the Bank or SOC as applicable. If the balance owed on a final payment is less than the specified Weekly Deduction, SOC may reduce such payment withdrawal request accordingly.

## Weekly Deduction: \$«AmtRegPmt»

Fill in your bank information to Authorize Direct Debit payments:
Bank Name
Routing Number: $\qquad$ Routing Number: $\qquad$ Account Number:

Account Number: $\qquad$

Anticipated Starting Date: «FirstPmtDueDT»*
*This date is approximate. The actual start date is determined when your loan is funded, at that time you will be sent a notification as to what day we will start to initiate debits to your account.

## ACCOUNT HOLDER <br> «FFLLCName»

## «DesignatedOwner», «FFTitle»

## ASSIGNMENT OF LOAN AND FRANCHISEE SERVICING AGREEMENT

THIS ASSIGNMENT is made as of the Effective Date below, by and between the undersigned Individual Franchisee ("Individual Franchisee") and the Franchisee Entity ("Franchisee Entity").

## RECITALS

On $\qquad$ Individual Franchisee entered into a Snap-on Tools Franchise Agreement with Snap-on Tools Company LLC, its predecessor Snap-on Tools Company, or Snapon Incorporated or its predecessor ("Snap-on").

Individual Franchisee has assigned or will contribute, sell, or assign its business assets to Franchise Entity, and on $\qquad$ , Franchise Entity entered or will enter into a new franchise agreement with Snap-on.

Individual Franchisee desires to assign to Franchise Entity all of Individual Franchisee's rights and obligations in any and all of the following agreements, to the extent Individual Franchisee has entered into such agreements: (a) a Franchisee Servicing Agreement with Snap-on Credit LLC ("Snap-on Credit") or a Credit Agreement or a Credit and Lease Agreement with Snap-on (which agreement was subsequently assigned by Snap-on to Snap-on Credit); (b) an Easy and Convenient Payment Method Automated Payment Plan; and (c) a Loan and Security Agreement and a Promissory Note of even date therewith, together with any amendment and replacement Promissory Notes or additional Promissory Notes. The agreements referred to in the preceding sentence are hereinafter referred to as the "Credit Agreements".

The Credit Agreements may be assigned only upon Snap-on Credit's prior written consent.
Individual Franchisee and Franchise Entity are executing this Assignment in order to obtain Snap-on Credit's approval.

## AGREEMENT

1. Assignment. Individual Franchisee assigns to Franchise Entity all of Individual Franchisee's rights and obligations in the Credit Agreements. Franchise Entity assumes and agrees to perform all duties of Individual Franchisee under the Credit Agreements, including, without limitation, payment of all monies owed, or that become owed, to Snap-on Credit. Franchise Entity grants Snap-on Credit a security interest to the same extent Individual Franchisee has done so in any of the Credit Agreements.
2. Individual Franchisee's Continuing Responsibilities; Guarantee. Notwithstanding the assignment of the Credit Agreements to Franchise Entity: (a) Individual Franchisee agrees that the term "Franchisee" as used in the Credit Agreements shall include Individual Franchisee as well as Franchise Entity; and (b) Individual Franchisee agrees that the provisions contained in the Credit Agreements shall be binding upon Individual Franchisee (both during the term of, and after termination or expiration of, the Credit Agreements) to the same extent as if Individual Franchisee continued as Franchisee under the Credit Agreements. In addition, in consideration of the execution of this Assignment by Snap-on Credit, Individual Franchisee unconditionally and irrevocably guarantees the performance of each and every covenant and agreement of Franchise Entity contained in each of the Credit Agreements (both during the term of, and after termination or
expiration of, the Credit Agreements), including, without limitation, all obligations to pay monies to Snap-on Credit.

Individual Franchisee agrees that Snap-on Credit may seek to enforce the terms of this guarantee against Individual Franchisee without instituting suit against Franchise Entity and without joining Franchise Entity in any suit against Individual Franchisee. Individual Franchisee further agrees that the obligations under this guarantee shall remain in full force and effect and shall not be altered or released by: (a) assignment or other transfer of any of the Credit Agreements by either party; or (b) amendment of any of the Credit Agreements; or (c) termination or expiration of the Credit Agreements; or (d) any release, accommodation or waiver granted by Snap-on Credit to Franchise Entity or any successor of Franchise Entity.
3. Representations. Individual Franchisee and Franchise Entity represent to Snap-on Credit that (a) Franchise Entity is newly organized; (b) that Individual Franchisee owns more than $50 \%$ of the outstanding stock or membership interests of Franchise Entity; (c) that the person signing on behalf of Franchise Entity is duly authorized; and (d) that neither this Assignment, nor Snap-on Credit's consent to this Assignment, shall modify any provisions of any of the Credit Agreements, except as specifically provided herein.
4. Effective Date. This Assignment shall not be effective until signed by Snap-on Credit. Snapon Credit shall not sign this Assignment and this Assignment shall not be effective until Individual Franchisee and Franchise Entity deliver all of the following to Snap-on Credit: (a) Originally executed copy of this Assignment duly signed by Franchise Entity and Individual Franchisee; (b) a copy of the resolution of Franchise Entity's governing body, Board of Directors, members, or manager, as applicable, authorizing assumption of the Credit Agreements, which shall be certified as correct; (c) all documentation requested by Snap-on Credit to protect the security interest granted Snap-on Credit by Franchise Entity; (d) satisfactory evidence from Snap-on Tools Company LLC of its approval of the entry into the Franchise Agreement by Franchise Entity; and (e) any other documentation reasonably requested by Snap-on Credit.

The parties have duly executed this Assignment as of $\qquad$ (the "Effective Date").

## FRANCHISE ENTITY:

[CORPORATE NAME]

By:
Name: $\qquad$

## INDIVIDUAL FRANCHISEE:

## [OWNER NAME]

By:
Name: $\qquad$

Its: $\qquad$

Snap-on Credit consents to this Assignment on $\qquad$ .

## SNAP-ON CREDIT LLC

By: $\qquad$
Name: $\qquad$
Its: $\qquad$

## PROMISSORY NOTE

For value received, the undersigned ("Borrower") hereby promises to pay to the order of Snap-on Credit LLC ("Lender") the principal sum of \$ $\qquad$ , together with interest thereon at the rate of $\qquad$ \% per annum (calculated on the basis of a 365-day year), with interest accrual beginning on the date Lender advances funds hereunder. Principal and interest shall be payable in $\qquad$ weekly installments consisting of principal and interest of \$ $\qquad$ commencing on the first Monday following the passing of ninety (90) calendar days from the date Lender advances funds hereunder (the "Payment Start Date"). Borrower will continue to make installment payments on the first business day of each successive week thereafter. The last installment shall be an amount equal to any remaining unpaid balance, together with all accrued and unpaid interest and any and all other sums due hereunder (if not sooner due or paid), shall be immediately due and payable in full on the first Monday occurring $\qquad$ weeks after the Payment Start Date (the "Final Payment Date").

Following the advancement of funds by Lender, Lender shall issue a Final Repayment Confirmation (a "Final Confirmation") specifying (1) the date the funds were advanced, (2) the principal balance of this Note, (3) the Payment Start Date, and (4) the Final Payment Date.

After the occurrence of an Event of Default and for so long as such Event of Default continues, Borrower promises to pay Lender interest on the unpaid principal amount hereof and on all other Borrower's Liabilities at a rate per annum that is equal to the interest rate specified above plus four percent (4\%); provided, however, such rate shall not exceed the highest rate permitted by applicable law.

This Note is issued pursuant to, secured by and is subject to all of the terms and provisions of, the Loan and Security Agreement dated as of $\qquad$ between Borrower and Lender, as such Loan and Security Agreement may be amended from time to time (the "Loan and Security Agreement), the terms and provisions of which are hereby incorporated by reference.

A mandatory acceleration and/or prepayment may be required in accordance with the terms of the Loan and Security Agreement. For a statement of the terms and conditions under which the maturity of this Note may be accelerated, reference is made to the Loan and Security Agreement. Capitalized terms used herein and not otherwise defined herein are used with the meanings attributed to them in the Loan and Security Agreement.

Borrower may prepay this Note in full or in part without penalty at any time. Prepayments will be applied first to any accrued but unpaid fees or interest and the remainder, if any, will be applied to reduce principal in inverse order to maturity.

Borrower represents, warrants and covenants that (a) this Note evidences a Loan for business and commercial purposes; (b) the proceeds of the Loan evidenced by this Note have not and will not be used for personal, family or household purposes; (c) neither this Note nor any other Borrower's Liabilities violates the provisions of the usury laws or any other applicable laws governing interest rates of any state having jurisdiction over this Note, Borrower's Liabilities or the Loan and Security Agreement; (d) neither this Note nor any other Borrower's Liabilities is subject to Regulation Z of the Board of Governors of the Federal Reserve System.

Borrower hereby waives demand, presentment, protest, and notice of demand, nonpayment or dishonor with respect to this Note. Borrower agrees to pay all reasonable costs of collection of this Note and any other Borrower's Liabilities, all reasonable costs in connection with the use, custody, protection and sale of the Collateral and all reasonable costs paid or incurred in enforcing or preserving any of Lender's rights hereunder or in connection with any transaction or proceeding in which Lender may become concerned or involved by reason of its interest in this Note or any other Borrower's Liabilities or any action by Borrower, in each case including reasonable attorneys' fees and costs, all promptly on demand of Lender or other person incurring the same. Lender shall not (by act, delay, omission or otherwise) be deemed to have waived any of its rights or remedies hereunder, or any provision hereof, unless such waiver is in writing signed by Lender, and any such waiver shall be effective only to the extent specifically set forth therein; and a waiver by Lender of any right or remedy under this Note on any one occasion shall not be construed as a bar to or waiver of any such right or remedy which Lender would otherwise have had on any future occasion.

All payments under this Note shall be made in immediately available funds by Borrower to Lender at Lender's offices at 950 Technology Way, Suite 301, Libertyville, Illinois, 60048 ("Lender's Principal Office") or at such other location as Lender may designate. Whenever any payment to be made hereunder shall be stated to be due on a date other than a business day, such payment shall be made on the next succeeding business day, and such extension of time shall be included in the computation of interest or any fees. As used herein, "business day" means any day on which Lender is open for business at Lender's Principal Office.

This Note shall be deemed to have been delivered and made at Libertyville, Illinois, shall not be effective until received and accepted by Lender in Libertyville, Illinois, and it is the intent of the parties that this Note shall be interpreted and the rights and liabilities of the parties hereto determined in accordance with the laws (without regard to the conflicts of laws provisions) of the State of Illinois. Whenever possible each provision of this Note shall be interpreted in such manner as to be effective and valid under applicable law, but if any provision of this Note shall be prohibited by or invalid under applicable law, such provision shall be ineffective to the extent of such prohibition or invalidity, without invalidating the remainder of such provision or the remaining provisions of this Note. Whenever in this Note reference is made to Lender or Borrower, such reference shall be deemed to include, as applicable and to the extent permitted by the Loan and Security Agreement, a reference to their respective successors and assigns, and the provisions of this Note shall be binding upon and shall inure to the benefit of such successors and assigns, including, without limitation, a receiver, trustee or debtor in possession of or for Borrower.

Lender may at any time transfer this Note and Lender's rights in any or all of the Collateral. Any transfer by Lender of its rights in any Collateral shall relieve Lender from all liability with respect to such Collateral.

## BORROWER

\{Name of Borrower\}
By:
(Print Name and Title)
Date: $\qquad$

# APPENDIX I. 5 

## SNAP-ON TOOLS SOFTWARE LICENSE, MAINTENANCE AND DEVELOPMENT AGREEMENT

THIS SOFTWARE LICENSE, MAINTENANCE AND DEVELOPMENT AGREEMENT (this "Agreement") is entered into by Snap-on Tools Company LLC ("Snap-on") and Licensee (defined below). This Agreement also refers to Snap-on and Licensee individually as a "Party" and collectively as the "Parties."

## RECITALS

Snap-on has developed and owns a point of sale computer software application with encryption functionality used for transmitting sales and other franchise business information to Snap-on ("Licensed Products," as further described below).

Licensee wishes to use the Licensed Products in operating its business and Snap-on is willing to license the Licensed Products to Licensee for Licensee's use in transmitting sales information to Snap-on.

## AGREEMENT

## 1. DEFINITIONS.

1.1 "Affiliate" means an entity controlled by, under the control of or under common control with a Party. For purposes of this definition, "control" means having the direct or indirect beneficial ownership of a voting interest of at least fifty (50) percent.
1.2 "Licensed Location" means the mobile store identified in Schedule A.
1.3 "Licensed Products" means the computer software programs identified in Schedule A (as Schedule A is supplemented or amended from time to time by the Parties), any software updates supplied by Snap-on, the media in which the programs are delivered, and the associated documentation (including published product specifications and user manuals, whether available in hard copy or available on a website).
1.4 "Licensee" means the Snap-on Affiliate or Snap-on franchisee identified in Schedule A.
1.5 "Third Party Packages" means the third party software programs and libraries distributed with the Licensed Products.

## 2. SOFTWARE LICENSE.

2.1 Grant. Subject to the terms and conditions of this Agreement, Snap-on grants to Licensee a limited, non-exclusive, non-transferable license to install, run, access and otherwise use the Licensed Products at the Licensed Locations for Licensee's internal business purposes. Nothing in this Agreement grants Licensee any other rights to use, distribute or sublicense the Licensed Products.
2.2 Restrictions.
A. The Licensed Products may only be used by the Licensee and Licensee's authorized personnel and independent contractors solely for Licensee's own internal business purposes;
B. Licensee may not modify, reverse engineer, disassemble, decompile, recompile, sell, lease, sublicense, assign or otherwise transfer the Licensed Products;
C. The Licensed Products may not be used for the operation of any timesharing, service bureau, rental service, subscription service, hosting, outsourcing or similar activity for the benefit of a third party;
D. Licensee acknowledges that the laws and regulations of the United States may restrict the export and re-export of certain commodities and technical data of United States origin, including the Licensed Products in any medium. Licensee will not export or re-export the Licensed Products in any form without the appropriate United States or foreign government licenses. If Licensee becomes aware of any violation of applicable export laws related to the Licensed Products, Licensee must promptly report the details of such violations to Snap-on. Licensee's obligations pursuant to this section will survive and continue after any termination or expiration of rights under this Agreement;
E. Licensee must ensure the Licensed Products are installed on hardware in accordance with Snap-on's specifications, and maintain an internet connection to allow Snap-on remote access to the Licensed Products. Snap-on may access the Licensed Products remotely as deemed reasonably necessary by Snap-on, including to retrieve data, provide support and maintenance, and suspend or terminate Licensee's access to the Licensed Products as permitted under this Agreement;
F. Licensee may not remove any of Snap-on's or any other third party's copyright, trademark and other proprietary notices on or in the Licensed Products;
G. Licensed Products may not be transferred to another device, except for a temporary transfer in the event of a computer malfunction or to a replacement device;
H. Licensed Products may not be duplicated except for a sufficient number of copies for Licensee's licensed use;
I. Licensee may not disclose, or allow access to, the Licensed Products to any third party, except as provided in Section 2.2.A.; and
J. Licensee may not publish the results of any benchmark tests run on the Licensed Products.

## 3. OWNERSHIP.

3.1 Licensed Products. Snap-on, and its licensors, own the Licensed Products and reserve ownership and all intellectual property rights in the Licensed Products and any metadata generated by the use of the Licensed Products. To the extent Licensee has or later obtains any intellectual property rights in or to the Licensed Products, or any update, upgrade, modification or enhancement, by operation of law or otherwise, Licensee hereby disclaims those rights and hereby assigns all right, title and interest in and to those rights to Snap-on. Licensee will provide reasonable assistance to Snap-on to give effect to such assignment.
3.2 Licensee Data. Licensee will own any customer information it places into the Licensed Products ("Licensee Data"). Licensee grants Snap-on a nonexclusive, perpetual, worldwide license to view, use and modify the Licensee Data for Snap-on's business purposes, including without limitation, to create reports, improve the Licensed Products, and to use, modify and incorporate the Licensee Data in business intelligence or development, or in connection with the development of other products and services. Snap-on may transfer Licensee Data to third parties that provide services to Snap-on, provided that the third party may only view, use or modify
the data for Snap-on's business purposes and for Snap-on's or Licensee's benefit. This Section 3.2 survives termination or expiration of this Agreement.
3.3 Third-Party Packages. The Licensed Products are distributed with Third Party Packages. Licensee's use of the Third Party Packages is subject to the terms and conditions of
their specific license agreements, including any disclaimers of warranties and limitations of liability, and, if specified in the Third Party license agreement, the terms in Schedule B.
3.4 Services. During the term of this Agreement, Snap-on will provide the following support for the Licensed Products: (i) a commercially reasonable amount of technical advice on the Licensed Products, which will be provided via a toll-free telephone number during Snap-on's regular business hours or other reasonable hours as determined by Snap-on; (ii) updates and upgrades for the Licensed Products if and when updates and upgrades become generally available; and (iii) training on the use of the Licensed Products, which will be provided at times and in manner determined by Snap-on.

## 4. FEES.

4.1 Fee Payment. In consideration for the rights granted under this Agreement, the Licensee will pay to Snap-on the fees set forth in Schedule A. Amounts are payable in U.S. dollars. All fees are invoiced on a monthly basis and will be payable in accordance with Snap-on's thencurrent standard terms of payment. Licensee will not have, and hereby waives, any right to set off amounts claimed from Snap-on against amounts due under this Agreement. Snap-on reserves the right to charge interest on any past due amounts no higher than the highest interest rate permitted by applicable law.
4.2 Fee Updates. Snap-on reserves the right to prospectively change the fees set forth in Schedule A upon thirty (30) days prior notice to Licensee, which may be provided electronically and without sending a confirmation copy in another form. Snap-on also reserves the right to change the fees set forth in Schedule A if Licensee requests any additional Licensed Products or services from Snap-on under this Agreement.
5. AUDIT. Snap-on has the right to inspect the Licensee's relevant records to verify Licensee's compliance with Section 2 of this Agreement. Any audit will be at Snap-on's cost.

## 6. WARRANTIES.

6.1 Licensee Warranties. Licensee will comply with all applicable local, state, federal and other governmental laws, rules, regulations and ordinances, including without limitation any export control laws, rules and regulations, and any applicable cybersecurity and data privacy laws, rules and regulations. Licensee is not in violation of any applicable laws or regulations, excluding those violations that alone or in the aggregate do not, and will not, have a material adverse effect on its business or assets or its ability to perform its obligations under this Agreement. Licensee will use the Licensed Products as set forth in this Agreement solely for lawful purposes. Licensee has and will maintain industry standard software to protect the Licensed Products from viruses, Trojan horses, and other malicious code and will use firewall and other reasonable security measures to protect the Licensed Products from unauthorized access.

### 6.2 Snap-on Warranties.

A. Licensed Products. For a period of ninety (90) days following the date of delivery of the Licensed Products (the "Warranty Period") to Licensee, the Licensed Products will perform in all material respects in accordance with Snap-on's documentation for the Licensed

Products in effect as of the date of delivery of the Licensed Products. The use of Licensee Data is further subject to Snap-on's privacy policy available at https://www.snapon.com/en/uscan/privacypolicy/franchisee, as it may be updated from time to time.
B. Services. Any services provided under this Agreement will be performed in a professional and workmanlike manner.
C. Remedies. If the foregoing warranties are breached, Licensee will provide written notice of the alleged breach to Snap-on within the Warranty Period and, as Licensee's sole and exclusive remedy and Snap-on's sole and exclusive obligation, Snap-on, at Snap-on's option and at no additional charge to the Licensee, will (A) use commercially reasonable efforts to correct any non-conformity; (B) provide a mutually acceptable plan for correction within sixty (60) days following the receipt of Licensee's notice to Snap-on; or (C) terminate this Agreement and refund the amounts paid by Licensee under this Agreement for the non-conforming Licensed Products or services.
D. Exclusions. The above warranties will not apply to Licensed Products that have been altered or modified or used in a manner that does not conform to Snap-on's written instructions, documentation or the provisions of this Agreement.
6.3 Disclaimer. THE FOREGOING WARRANTIES ARE EXCLUSIVE AND IN LIEU OF, AND SNAP-ON DISCLAIMS, ALL OTHER WARRANTIES, WHETHER EXPRESS OR IMPLIED, INCLUDING WITHOUT LIMITATION ANY WARRANTY OF MERCHANTABILITY, NONINFRINGEMENT OR FITNESS FOR A PARTICULAR PURPOSE AND ANY WARRANTY ARISING FROM A COURSE OF DEALING OR USAGE IN TRADE. SNAP-ON DOES NOT WARRANT THAT LICENSEE'S USE OF THE LICENSED PRODUCTS WILL BE ERROR-FREE, VIRUS-FREE OR UNINTERRUPTED.
7. LIMITATION OF LIABILITY. IN NO EVENT WILL SNAP-ON, OR ITS LICENSORS, BE LIABLE FOR ANY LOST PROFITS, LOSS OF REVENUE, LOSS OF GOODWILL, LOSS OF BUSINESS, OR ANY SPECIAL, INDIRECT, INCIDENTAL, PUNITIVE OR CONSEQUENTIAL DAMAGES, EVEN IF SNAP-ON HAS BEEN ADVISED OF THOSE DAMAGES OR THOSE DAMAGES WERE FORESEEABLE. SNAP-ON'S LIABILITY ON ANY CLAIM, WHETHER IN CONTRACT, TORT (INCLUDING NEGLIGENCE IN ANY DEGREE), WARRANTY, STRICT LIABILITY, OR OTHERWISE, FOR ANY LOSS OR DAMAGE ARISING FROM OR RELATED TO ANY LICENSED PRODUCTS OR ANY SERVICES HEREUNDER WILL IN NO CASE EXCEED THE LESSER OF (I) FEES ALLOCABLE TO THE LICENSED PRODUCTS GIVING RISE TO THE CLAIM OR (II) AMOUNTS PAID OR DUE TO SNAP-ON IN ACCORDANCE WITH THIS AGREEMENT IN THE TWELVE (12) MONTHS PRECEDING THE OCCURRENCE GIVING RISE TO THE CLAIM.
8. FORCE MAJEURE. The Parties are excused from non-performance under this License Agreement (except as to any payment obligations), to the extent the non-performance is caused by an act of nature, war, terrorism, public enemy, or civil disobedience; epidemic, or quarantine restriction; blockade; strike, labor disputes; sabotage; explosion; or a change in law, rule, or regulation or other situation beyond the affected Party's reasonable control.

## 9. INFRINGEMENT.

9.1 Indemnity. Subject to Section 7 (Limitation of Liability), Snap-on will defend and indemnify Licensee from any costs, damages, liabilities, or expenses (including reasonable attorneys' fees) suffered or incurred by Licensee as a result of third-party claims that Licensee's authorized use of the Licensed Products infringes any third party patent, copyright or trade secret rights if (A) Licensee notifies Snap-on without undue delay in writing of the claim; (B) Snap-on has sole control of the defense, compromise or settlement of the claim; and (C) Licensee provides

Snap-on, at Snap-on's expense, all available information, assistance and authority to enable Snapon to do so. If Snap-on reasonably anticipates claim or the Licensed Products are found to be infringing, then, at Snap-on's option, it will promptly either (i) secure for Licensee, at Snap-on's expense, the right to continue to use the Licensed Products; (ii) replace or modify the Licensed Products, at Snap-on's expense, so that the Licensed Products become non-infringing; or (iii) terminate this Agreement and return any prepaid license fees, if any.
9.2 Exclusions. Snap-on will have no liability for any claims of infringement that arise from or are the result of (i) the use of Licensed Products in a manner that does not conform to Snap-on's written instructions, documentation or the provisions of this Agreement, (ii) the use of software, hardware or other products in combination with the Licensed Products, or (iii) modifications of the Licensed Products not expressly authorized in writing by Snap-on.
9.3 Sole Remedy. The remedies in this Section 9 are Licensee's sole and exclusive remedies and Snap-on's sole and exclusive obligations with respect to any claim by a third party that licensed products infringe a patent, copyright or trade secret.

## 10. TERM AND TERMINATION.

10.1 Term. The term of this Agreement will begin on the date set forth in Schedule A, and will remain in effect until terminated as provided herein.
10.2 Termination - In General. Either Party may terminate this Agreement by providing thirty (30) days prior written notice to the other Party.
10.3 Termination for Cause - Change in Relationship. If Licensee is no longer a Snap-on franchisee, this Agreement will automatically terminate with the termination of the Franchise Agreement that was signed by the Parties. If Snap-on no longer offers or supports the Licensed Products and the Third Party Packages, Snap-on may terminate this Agreement effective upon thirty (30) days prior written notice to Licensee.
10.4 Termination for Cause - Bankruptcy. Snap-on may terminate this Agreement effective immediately and without any prior notice to Licensee, if any of the following occur: (A) Licensee files a petition in bankruptcy or is adjudicated a bankrupt; (B) a petition in bankruptcy is filed against Licensee and Licensee does not have the petition dismissed within thirty (30) days of its filing; (C) Licensee becomes insolvent or makes an assignment for the benefit of its creditors or makes an arrangement pursuant to any bankruptcy law; (D) Licensee discontinues all or substantially all of its business; or ( E ) a receiver is appointed for Licensee or its business.
10.5 Effect of Termination. Upon termination of this Agreement, Licensee will immediately discontinue use of the Licensed Products and will at its own expense, within five (5) calendar days after termination of this Agreement: (A) return to Snap-on the original and all copies of the Licensed Products in any form that Licensee has in its possession, custody or control, with a certification by the Licensee, or officer of Licensee (if Licensee is a corporation, limited liability company or other legal entity), attesting that none of the foregoing has been retained by Licensee; or (B) destroy the same and provide Snap-on with a written certification from Licensee, or officer of Licensee (if Licensee is a corporation, limited liability company or other legal entity) attesting to the destruction, as Snap-on requests. In addition, upon termination of this Agreement, Snap-on may remotely disable Licensee's access to the Licensed Products.

## 11. DISPUTE RESOLUTION.

11.1 Mediation. Except as otherwise provided in Section 11.3, the parties agree to attempt to resolve any controversy or disputes arising out of or relating to this Agreement, including but not limited to, any claim by Licensee, or any person in privity with or claiming through, on behalf of or in the right of Licensee, by non-binding mediation prior to any matter being submitted to arbitration. This provision applies only to controversies and disputes that are specific to Licensee, or any person in privity with or claiming through, on behalf of or in the right of Licensee and not to issues that affect Snap-on franchisees generally. Any mediation will be held within 30 days after a demand for mediation is made by either party by notice to the other party. The mediation will be conducted in the state in which Licensee resides. The mediator will be agreed upon by the Licensee and Snap-on, and Snap-on will pay the costs of the mediator and for the location at which the mediation takes place.

The parties acknowledge that mediation proceedings are settlement negotiations and that to the extent allowed or required by applicable law, all offers, promises, conduct and statements, whether oral or written, made in the course of the mediation will be confidential and inadmissible in any arbitration, litigation or other legal proceeding involving the parties, provided however, that evidence which is otherwise admissible or discoverable will not be rendered inadmissible or nondiscoverable as a result of its use in mediation.
11.2 Arbitration. Except as otherwise provided in Section 11.3., any controversy or dispute arising out of or relating to this Agreement, the franchise business or Franchisee's relationship with Snap-on, including but not limited to, any claim by Licensee, or any person in privity with or claiming through, on behalf of or in the right of Licensee, concerning the entry into, performance under, nonrenewal of, or termination of, this Agreement; any claim against a past or present employee, officer, director, agent or affiliate of Snap-on; any claim of breach of this Agreement; and any claims arising under or relating to state or federal laws, including the common law (for example, tort or contract claims), or any statutes, rules, or regulations, will be submitted to final and binding arbitration as the sole and exclusive means for final and binding resolution of any such controversy or dispute unless prohibited under applicable state law. Persons in privity with or claiming through, on behalf of or in the right of Licensee include, but are not limited to, spouses and other family members, heirs, executors, representatives, shareholders, members, successors and assigns. In no event will persons in privity include other Snap-on licensees who have signed separate license agreements with Snap-on.

A party's failure or refusal to resolve the controversy or dispute through mediation under Section 11.1. will not otherwise affect either party's obligation to arbitrate the dispute or controversy under this Section 11.2. A demand for arbitration must be made in writing within the applicable statute of limitation period; otherwise, the right to any remedy will be forever barred, as provided by applicable law and determined by the arbitrator.

Notwithstanding any other provision of this Agreement, arbitration under this Section 11 will be governed exclusively by the Federal Arbitration Act as amended (9 U.S.C. §§ 1 et seg.), and arbitration will take place according to the Commercial Arbitration Rules of the American Arbitration Association ("AAA Rules") in effect as of the date the demand for arbitration is filed. The AAA Rules may be found on the American Arbitration Association's web site at www.adr.org or by searching for those rules using a service such as www.google.com. The arbitration will be held at the office of the American Arbitration Association nearest the Snap-on Regional Sales Office to which Licensee was assigned most recently prior to the demand for arbitration; provided, however, if such office is outside the state in which the Licensee resides, Licensee may cause the arbitration to be held within Licensee's state of residence at a place mutually convenient to the
parties and the arbitrator.
The arbitration will proceed before a single arbitrator. The arbitrator will be chosen in accordance with the AAA Rules. If the amount claimed by the party filing for arbitration both in the original demand for arbitration and in any amendment is less than Seventy-five Thousand Dollars ( $\$ 75,000.00$ ), Snap-on will pay the fees and expenses of the arbitrator and filing fees and costs charged by the American Arbitration Association up to a maximum of Seven Thousand Five Hundred Dollars (\$7,500.00). Any amount in excess of Seven Thousand Five Hundred Dollars $(\$ 7,500.00)$ will be split equally by the parties. If the amount of the claim filed either in the original demand for arbitration or by amendment is for Seventy-five Thousand Dollars (\$75,000.00) or more, the parties agree to split equally the fees and expenses of the arbitrator and the filing fees and costs charged by the American Arbitration Association. If Licensee demonstrates that it is unable to pay its portion of these fees, expenses or costs, then the fees, expenses or costs will be reapportioned by the arbitrator in accordance with applicable law.

Unless otherwise agreed by the parties or ordered by the arbitrator, following a party's motion for additional discovery, pre-hearing discovery in any arbitration is limited to the following: (1) production of all documents that will be introduced at the hearing; (2) production of written or recorded statements that a party intends to introduce at the hearing; (3) production of all documents relied upon by experts who will testify at the hearing; (4) production by Licensee of tax returns filed by Licensee (including tax returns for a significant owner of Licensee) for the last three (3) tax years; (5) production by Snap-on of Licensee's statements of account balance with Snap-on for three (3) years prior to the filing of the arbitration; and (6) not more than two depositions per side.

Each party further agrees that, unless such a limitation is prohibited by applicable law, as determined by the arbitrator, a party will not be liable for punitive or exemplary damages and the arbitrator will have no authority to award the same. The award or decision by the arbitrator will be final and binding on the parties and may be enforced by judgment or order of a court of competent jurisdiction. The parties consent to the exercise of personal jurisdiction in the state where the arbitration took place. The parties consent to the exercise of personal jurisdiction over them by such courts for the purpose of carrying out this provision; and they waive any objections that they would otherwise have to the same.

The parties agree to arbitrate only controversies and disputes that are specific to Licensee, or any person in privity with or claiming through, on behalf of or in the right of, Licensee, and therefore Licensee and Snap-on agree that (i) arbitration under this Section 11 will be brought on an individual basis only and may not be brought as a class or consolidated action or by way of joinder of separate parties unless all parties otherwise agree in writing, and absent such written agreement (ii) there will be no right or authority for any controversy or dispute to be brought, heard or arbitrated as a class, or consolidated action or by way of joinder of separate parties ("Class/Consolidated Action Waiver"). Notwithstanding any other provision of this Agreement or the AAA Rules, disputes regarding the validity, enforceability or breach of the Class/Consolidated Action Waiver may be resolved only by a civil court of competent jurisdiction and not by an arbitrator. No finding or stipulation of fact or law in any other arbitration shall be given preclusive or collateral estoppel effect in any arbitration hereunder. In no event shall the arbitrator have the right, power, jurisdiction or contractual authority to award any damages or relief in excess of or in addition to those damages suffered specifically by the parties to the arbitration or as otherwise provided by applicable law or this Agreement.

In any case in which (1) the dispute is filed as a class or consolidated action or by way of joinder of separate parties and (2) there is a final judicial determination that all or part of the

Class/Consolidated Action Waiver is invalid or unenforceable, the class, consolidated action or joinder of separate parties to that extent must be litigated in a civil court of competent jurisdiction, but the portion of the Class/Consolidated Action Waiver that is enforceable will be enforced in arbitration.

In addition, in the event any other provision in this Section 11 is determined to be invalid or unenforceable as a matter of law, then it is the intention of the parties to this Agreement that such provision be deemed inoperative and stricken from this Agreement, and that the remainder of this Section 11, to the extent not legally invalid or unenforceable under applicable law, be enforced as written as if the invalid or unenforceable provision or provisions had not been included in this Section 11.

BY SIGNING BELOW, THE PARTIES AGREE THAT THEY ARE REQUIRED TO ARBITRATE CERTAIN DISPUTES AND CLAIMS AS SET FORTH IN THIS SECTION 11 AND ARE LIMITED IN THE MANNER IN WHICH THEY CAN SEEK RELIEF, INCLUDING THAT THEY EACH SPECIFICALLY WAIVE THEIR RIGHT TO BRING SUCH CLAIMS IN A COURT OF LAW AND TO HAVE A TRIAL BY JURY.
11.3 Provisional Remedies. Each Party will have the right to seek from an appropriate court provisional remedies including, but not limited to, temporary restraining orders, preliminary injunctions or replevin orders before, during or after mediation or arbitration. Neither Party need await the outcome of the arbitration or selection of an arbitrator before seeking provisional remedies. Seeking any such remedies will not be deemed to be a waiver of either Party's right to compel arbitration. Any such action will be brought by Snap-on or Licensee in the county (or similar political unit) or federal judicial district where Licensee resides, or where any property that may be the subject of the action is located. The Parties consent to the exercise of personal jurisdiction over them by courts located there and to the propriety of venue in such courts for the purpose of carrying out this provision; they waive any objections that they would otherwise have to the same; and they waive the right to have any such action decided by a jury.
12. GOVERNING LAW. Except to the extent that the Federal Arbitration Act may apply in accordance with Section 11 above, this Agreement shall be governed by, and construed in accordance with, the laws of the state in which the Licensee's List of Calls (as defined under Licensee Franchise Agreement) is located or if the List of Calls is located in more than one state in which the majority of the stops on the List of Calls is located at the time the Franchise Agreement is executed. The Uniform Computer Information Transaction Act, as adopted by various states, will not apply to this Agreement. The Parties expressly disclaim the application of the United Nations Convention for the International Sale of Goods.
13. INDEPENDENCE. The relationship created by this Agreement is that of licensor and licensee. Nothing in this Agreement creates or will be construed to create or constitute a partnership, joint venture, agency or employment relationship between the Parties.
14. ASSIGNMENT. This Agreement is personal to Licensee and may not be assigned or delegated by Licensee without the prior written consent of Snap-on. If Licensee grants a security interest in the Licensed Products, the secured Party has no right to use or transfer the Licensed Products. Any assignment made without such consent is void.
15. NOTICE. Except as otherwise stated in this Agreement as to specific notices, any other notices, reports, approvals, or other communications under this Agreement ("Notices") must be in writing and sent by one of the following methods to Snap-on or Licensee at the appropriate address set forth in Schedule A: (A) personal delivery; (B) mail, with postage prepaid; (C) nationally or internationally recognized overnight courier service (e.g., UPS), with all fees prepaid; or (D) facsimile or e-mail, provided that a confirmation copy is sent by mail. A Party may change its address for Notices (or that of its designated recipient) by written notice to the other Party. Notices are effective as follows: actual receipt after sending by personal delivery; three (3) days after sending by mail; the next day after sending by overnight courier; and the same day if sending by facsimile or e-mail.
16. AGREEMENT. This Agreement includes the Schedules and Exhibits and contains the entire understanding between the Parties and supersedes all prior agreements and understanding relating to the subject matter of this Agreement. This Agreement may not be explained, supplemented or qualified through evidence of trade usage or a prior course of dealings. In entering into this Agreement, neither Party has relied upon any statement, representation, warranty or agreement of the other Party, except for those that are expressly contained in this Agreement.
17. AMENDMENT. This Agreement may not be amended or modified orally and no provision may be waived except by a further instrument in writing, signed by the Party against whom enforcement of any waiver, amendment, modification or discharge is sought.
18. SEVERABILITY. In additional to severability as provided in Section 11, if any part of this Agreement is determined to be invalid, illegal or unenforceable, that part will be deemed omitted and the remainder of this Agreement will continue in full force in a manner that gives effect to the Parties' intent.
19. THIRD PARTY BENEFICIARIES. Oracle America, Inc., a licensor to Snap-on under this agreement, is a third party beneficiary to Snap-on's rights and remedies (but not obligations) under this Agreement.
20. INTERPRETATION. The headings and subheadings used in this Agreement are for convenient reference only and do not constitute a part of this Agreement. The headings and subheadings are not for use in construing or interpreting this Agreement. The word "including" means "including but not limited to."

IN WITNESS THEREOF, the Parties hereby execute this Agreement by their duly authorized representatives.

## SNAP-ON TOOLS COMPANY LLC

Signature:
Printed Name: $\qquad$
Title: $\qquad$
Date: $\qquad$

## LICENSEE:

Signature:
Printed Name:
Title:
Date:

## SCHEDULE A

## Additional Software License and Licensed Products Terms

## Licensee:

$\qquad$

Licensed Products / Number of Licenses / License Fee:

| Licensed Products | Number | Fee (note if one-time or <br> recurring) |
| :--- | :--- | :--- |
| Snap-on point of sale suite of products, <br> including CHROME, CHROME EXPRESS <br> and CHROME EXPRESS PLUS |  | $\$ 1,800.00$ license fee (one <br> time, per license) |

Snap-on will provide the support services under Section 3.4 to Licensee during the term of this Agreement, provided that Licensee has paid Snap-on a maintenance and development fee in the amount of $\$ 80.00$ per month per license.

Licensed Locations-Mobile Store:

## Term of Agreement:

Begins: $\qquad$

## Notices should be sent to:

Snap-on Tools Company LLC
2801 80 ${ }^{\text {th }}$ Street
Kenosha, WI, 53143
Attn: Franchise Administration
Fax: 262.656.6404
E-mail: FranchiseAdministration@snapon.com

Licensee: $\qquad$

Attn: $\qquad$
Fax: $\qquad$
E-mail: $\qquad$

## SCHEDULE B

## Third Party Packages GNU GENERAL PUBLIC LICENSE

Version 2, June 1991
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51 Franklin Street, Fifth Floor, Boston, MA, 02110-1301, USA
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The precise terms and conditions for copying, distribution and modification follow.

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In addition, mere aggregation of another work not based on the Program with the Program (or with a work based on the Program) on a volume of a storage or distribution medium does not bring the other work under the scope of this License.
3. You may copy and distribute the Program (or a work based on it, under Section 2) in object code or executable form under the terms of Sections 1 and 2 above provided that you also do one of the following:
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b) Accompany it with a written offer, valid for at least three years, to give any third party, for a charge no more than your cost of physically performing source distribution, a complete machine-readable copy of the corresponding source code, to be distributed under the terms of Sections 1 and 2 above on a medium customarily used for software interchange; or,
c) Accompany it with the information you received as to the offer to distribute corresponding source code. (This alternative is allowed only for noncommercial distribution and only if you received the program in object code or executable form with such an offer, in accord with Subsection b above.)

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## APPENDIX I.6.A. 1

## RA FINANCING AGREEMENT

This RA Financing Agreement ("Agreement") is made as of the Effective Date below, between Snap-on Tools Company LLC, a Delaware Limited Liability Company with its principal place of business at Kenosha, Wisconsin, ("Snap-on"), and the undersigned Franchisee ("Franchisee").

Snap-on and Franchisee have entered into a FRANCHISE AGREEMENT dated as of (the "Franchise Agreement"); and

In order to finance certain RA Acquisition (defined below) and/or the acquisition of additional inventory to further develop Franchisee's RA Sales, Franchisee desires to have credit extended and Snap-on has agreed to extend credit for the acquisition of RA and/or purchase of additional inventory upon the terms and conditions herein.

In consideration of the Agreement set forth below and other good and valuable consideration, the receipt and sufficiency of which are acknowledged, the parties intending to be legally bound agree as follows:

1. Credit. From time to time for a period of six (6) months after the Effective Date of this Agreement, Snap-on will extend credit to Franchisee in accordance with the terms of this Agreement for the purchase of RA Acquisition and/or the purchase of inventory from Franchisor in a total amount not to exceed the RA Financing Program Cap stated on the FIW, Financing Itemization Worksheet ("Credit Cap").
2. Maturity. Franchisee will repay the entire outstanding amount of such credit on the "Termination Date", which will be the earlier of (i) six (6) months after the Effective Date or (ii) the date on which the Franchise Agreement terminates for any reason.
3. Extensions of Credit. Credit for RA Acquisition in the amount of $75 \%$ of the RA accounts purchased by Franchisee will be extended at the time Franchisee purchases RA Acquisition if Franchisee did not finance the RA Acquisition through a separate loan. Additional credit will be granted weekly at $75 \%$ of the excess, if any, of RA Sales over RA Collections as recorded by Franchisee in the point of sale system and will be reflected on Franchisee's Statement. At no time, however, will the total amount of credit extended exceed the Credit Cap.

## 4. Repayments.

a) In the event the Franchisee's RA Sales are less than the Franchisee's RA Collections in any given week, Franchisee will be charged for $75 \%$ of the difference between RA Collections and RA Sales as recorded by Franchisee in the point of sale system and will be reflected on Franchisee's Statement as a repayment of any credit previously extended.
b) If Franchisee makes adjustments to reduce his total RA balance, Franchisee will be charged $75 \%$ of the amount of the reduction in the total RA balance made by the Franchisee, and such amount will be reflected on Franchisee's Statement as a repayment of any credit previously extended.
5. Books and Records. Franchisee will provide Snap-on with an RA audit report from Franchisee's computer upon the request of Snap-on. Snap-on has a right to inspect Franchisee's books and records at reasonable times on twenty-four (24) hours prior notice to verify the accuracy of information submitted to Snap-on. Notice under this Section 5 may be given electronically, orally or by any kind of writing.

## 6. Additional Definitions:

a) "RA Sales" means those sales of Products by Franchisee on which Franchisee extends credit to the customer, not including sales under any Credit or Lease Program offered by Snap-on Credit LLC or Open Account Program offered by Snap-on.
b) "RA" means the receivable arising out of an RA Sale.
c) "RA Collections" means those monies collected from customers who were sold Products as an RA Sale.
d) "RA Acquisition" means RA purchased from a predecessor franchisee or Snap-on.
7. Security Interest. The credit extended hereunder is secured by all security agreements, now or hereafter in effect, between the Franchisee and Snap-on.
8. Defined Terms. Defined terms used in this Agreement and not defined herein shall have the definitions ascribed to them in the Franchise Agreement.

## 9. Miscellaneous.

a) This Agreement is binding upon and inures to the benefit of the respective successors, assigns, heirs, executors, administrators and legal personal representatives of Franchisee and Snap-on, provided that this Agreement may not be assigned by Franchisee without the prior written consent of Snap-on.
b) All notices or other communications hereunder will be in writing and will be provided in accordance with the notice provisions contained in the Franchise Agreement.
c) Any disputes arising under or relation to this Agreement will be resolved in accordance with the Dispute Resolution provisions set forth in the Franchise Agreement, which are hereby incorporated by reference as if set forth in full in this Agreement.
d) Except to the extent that the Federal Arbitration Act applies in accordance with Paragraph 9.C, this Agreement will be governed by and construed in accordance with the laws (without regard to the conflicts of laws provisions) of the state in which the List of Calls under the Franchise Agreement is located, or if the List of Calls is located in more than one state, the state in which the majority of the stops on the List of Calls is located at the time this Agreement is executed.

In witness whereof, the parties have executed this Agreement as of $\qquad$ (the "Effective Date").

## FRANCHISEE

[CORPORATE NAME]

## By:

Printed Name \& Title:

## SNAP-ON TOOLS COMPANY LLC

By:
Printed Name \& Title: $\qquad$

# RA FINANCING AGREEMENT (Transfers) 


#### Abstract

This RA Financing Agreement ("Agreement") is made as of the Effective Date below, between Snap-on Tools Company LLC, a Delaware Limited Liability Company with its principal place of business at Kenosha, Wisconsin, ("Snap-on"), and the undersigned Franchisee ("Franchisee").


Snap-on and Franchisee have entered into a FRANCHISE AGREEMENT dated as of (the "Franchise Agreement"); and

In order to finance certain RA Acquisition (defined below) and/or the acquisition of additional inventory to further develop Franchisee's RA Sales, Franchisee desires to have credit extended and Snap-on has agreed to extend credit for the acquisition of RA and/or purchase of additional inventory upon the terms and conditions herein.

In consideration of the Agreement set forth below and other good and valuable consideration, the receipt and sufficiency of which are acknowledged, the parties intending to be legally bound agree as follows:

1. Credit. From time to time for a period of six (6) months after the Effective Date of this Agreement, Snap-on will extend credit to Franchisee in accordance with the terms of this Agreement for the purchase of RA Acquisition and/or the purchase of inventory from Franchisor in a total amount not to exceed $\$ 85,000$ less the amount of RA Acquisition financed through Franchisee’s Franchise Finance Loan ("Credit Cap").
2. Maturity. Franchisee will repay the entire outstanding amount of such credit on the "Termination Date", which will be the earlier of (i) six (6) months after the Effective Date or (ii) the date on which the Franchise Agreement terminates for any reason.
3. Extensions of Credit. Credit for RA Acquisition in the amount of $75 \%$ of the RA accounts purchased by Franchisee will be extended at the time Franchisee purchases RA Acquisition if Franchisee did not finance the RA Acquisition through a separate loan. Additional credit will be granted weekly at $75 \%$ of the excess, if any, of RA Sales over RA Collections as recorded by Franchisee in the point of sale system and will be reflected on Franchisee's Statement. At no time, however, will the total amount of credit extended exceed the Credit Cap.

## 4. Repayments.

a) In the event the Franchisee's RA Sales are less than the Franchisee's RA Collections in any given week, Franchisee will be charged for $75 \%$ of the difference between RA Collections and RA Sales as recorded by Franchisee in the point of sale system and will be reflected on Franchisee's Statement as a repayment of any credit previously extended.
b) If Franchisee makes adjustments to reduce his total RA balance, Franchisee will be charged $75 \%$ of the amount of the reduction in the total RA balance made by the Franchisee, and such amount will be reflected on Franchisee's Statement as a repayment of any credit previously extended.
5. Books and Records. Franchisee will provide Snap-on with an RA audit report from Franchisee's computer upon the request of Snap-on. Snap-on has a right to inspect Franchisee's books and records at reasonable times on twenty-four (24) hours prior notice to verify the
accuracy of information submitted to Snap-on. Notice under this Section 5 may be given electronically, orally or by any kind of writing.

## 6. Additional Definitions:

a) "RA Sales" means those sales of Products by Franchisee on which Franchisee extends credit to the customer, not including sales under any Credit or Lease Program offered by Snapon Credit LLC or Open Account Program offered by Snap-on.
b) "RA" means the receivable arising out of an RA Sale.
c) "RA Collections" means those monies collected from customers who were sold Products as an RA Sale.
d) "RA Acquisition" means RA purchased from a predecessor franchisee or Snap-on.
7. Security Interest. The credit extended hereunder is secured by all security agreements, now or hereafter in effect, between the Franchisee and Snap-on.
8. Defined Terms. Defined terms used in this Agreement and not defined herein shall have the definitions ascribed to them in the Franchise Agreement.

## 9. Miscellaneous.

a) This Agreement is binding upon and inures to the benefit of the respective successors, assigns, heirs, executors, administrators and legal personal representatives of Franchisee and Snap-on, provided that this Agreement may not be assigned by Franchisee without the prior written consent of Snap-on.
b) All notices or other communications hereunder will be in writing and will be provided in accordance with the notice provisions contained in the Franchise Agreement.
c) Any disputes arising under or relation to this Agreement will be resolved in accordance with the Dispute Resolution provisions set forth in the Franchise Agreement, which are hereby incorporated by reference as if set forth in full in this Agreement.
d) Except to the extent that the Federal Arbitration Act applies in accordance with Paragraph 9.C, this Agreement will be governed by and construed in accordance with the laws (without regard to the conflicts of laws provisions) of the state in which the List of Calls under the Franchise Agreement is located, or if the List of Calls is located in more than one state, the state in which the majority of the stops on the List of Calls is located at the time this Agreement is executed.

In witness whereof, the parties have executed this Agreement as of $\qquad$ ( the "Effective Date").

## FRANCHISEE

 [CORPORATE NAME]$\qquad$
(Print Name and Title)

## SNAP-ON TOOLS COMPANY LLC

By: $\qquad$
(Print Name and Title)

## APPENDIX I.6.B

Snaporn Credit

## RA LOAN ADDENDUM TO LOAN AND SECURITY AGREEMENT <br> Amendment No. <br> $\qquad$

This Addendum is made to the LOAN AND SECURITY AGREEMENT is made as of the Effective Date below, between Snap-on Credit LLC, a Delaware limited liability company with its principal place of business at 950 Technology Way, Libertyville, Illinois, 60048 ("Lender") and the undersigned Borrower ("Borrower").

WHEREAS, the parties have entered into a LOAN AND SECURITY AGREEMENT dated as of (the "LOAN AND SECURITY AGREEMENT") in order to finance the acquisition of inventory and certain costs associated with the Borrower's Snap-on Business and to provide working capital for such Snap-on Business; and

WHEREAS, in order to finance the acquisition of additional inventory and/or to further develop Borrower's RA sales, Borrower desires to borrow, and Lender is willing to lend additional money to Borrower upon the terms and conditions herein.

NOW THEREFORE, the Lender and Borrower hereby agree as follows:

## 1. THE RA LOAN.

a. Loan. Subject to the terms and conditions of this Addendum, Lender will lend to Borrower the sum of $\qquad$ (the "RA Loan"). The RA Loan shall be evidenced by Borrower's promissory note, in form and substance acceptable to Lender (the "RA Note"). The RA Note shall be executed and delivered to Lender before or concurrently with Lender's disbursement of the RA Loan. The unpaid principal amount of the RA Loan shall bear interest and shall be due and payable as provided in the RA Note. In the event Borrower has an existing Loan under the LOAN AND SECURITY AGREEMENT and is entering into the RA Loan as an additional Loan, then both shall be repaid in accordance with their respective terms and shall be secured under the LOAN AND SECURITY AGREEMENT. A default under any existing or future NOTE shall be a default under this RA Note and a default under this RA Note shall be a default under any existing or future NOTE.

This RA NOTE shall be in addition to any existing promissory note or other Borrower's Liabilities outstanding under the terms of the LOAN AND SECURITY AGREEMENT.
b. Inventory Levels. Borrower's covenant to maintain levels of Inventory (at Borrower's cost) and Accounts shall be increased so that the levels of Inventory and Accounts shall be at least equal to the new principal aggregate amount of the Loan under any RA NOTE, until such time as any RA NOTE is repaid.
2. GENERAL TERMS. Except as provided above, all other terms and conditions of the LOAN AND SECURITY AGREEMENT shall remain in full force and effect. If the terms of this Addendum conflict with the terms of the LOAN AND SECURITY AGREEMENT, the terms of this Addendum prevail. All terms not defined herein shall have the same meaning as in the LOAN AND SECURITY AGREEMENT. This Addendum shall inure to the benefit of and be binding upon the parties hereto and their respective successors and assigns.

FOR CALIFORNIA RESIDENTS: This Addendum is made pursuant to Section 22500 of the California Financial Code.

In witness whereof, the parties have executed this Addendum on the Effective Date.

## BORROWER

[CORPORATE NAME]
By: $\qquad$
(Print Name and Title)

## SNAP-ON CREDIT LLC

By: $\qquad$
(Print Name and Title)

## APPENDIX I.6.C

## shapon Credit

## RA LOAN PROMISSORY NOTE

For value received, the undersigned ("Borrower") hereby promises to pay to the order of Snap-on Credit LLC ("Lender") the principal sum of $\qquad$ , together with interest thereon at the rate of $\qquad$ \% per annum (calculated on the basis of a 365-day year). Principal and interest shall be payable in __ weekly installments consisting of principal and interest of $\qquad$ , commencing on $\qquad$ , and continuing on the same day
of each successive week thereafter until $\qquad$ with the last installment equal to the remaining balance due $\qquad$ . The entire unpaid balance, together with all accrued and unpaid interest and all other sums due hereunder, if not sooner due or paid, shall be immediately due and payable in full on $\qquad$ .

After the occurrence of an Event of Default and for so long as such Event of Default continues, Borrower promises to pay Lender interest on the unpaid principal amount hereof and on all other Borrower's Liabilities at a rate per annum that is equal to the interest rate specified above plus four percent (4\%); provided, however, such rate shall not exceed the highest rate permitted by applicable law.

This Note is issued pursuant to, secured by and is subject to all of the terms and provisions of, the Loan and Security Agreement dated as of $\qquad$ between Borrower and Lender, as such Loan and Security Agreement may be amended from time to time (the "Loan and Security Agreement), the terms and provisions of which are hereby incorporated by reference.

A mandatory prepayment may be required in accordance with the terms of the Loan and Security Agreement. For a statement of the terms and conditions under which the maturity of this Note may be accelerated, reference is made to the Loan and Security Agreement. Capitalized terms used herein and not otherwise defined herein are used with the meanings attributed to them in the Loan and Security Agreement.

Borrower may prepay this Note in full or in part without penalty at any time. Prepayments will be applied first to any accrued but unpaid fees or interest and the remainder, if any, will be applied to reduce principal in inverse order to maturity.

Borrower represents, warrants and covenants that (a) this Note evidences a Loan for business and commercial purposes; (b) the proceeds of the Loan evidenced by this Note have not and will not be used for personal, family or household purposes; (c) neither this Note nor any other Borrower's Liabilities violates the provisions of the usury laws or any other applicable laws governing interest rates of any state having jurisdiction over this Note, Borrower's Liabilities or the Loan and Security Agreement; (d) neither this Note nor any other Borrower's Liabilities is subject to Regulation Z of the Board of Governors of the Federal Reserve System. Borrower hereby waives demand, presentment, protest, and notice of demand, nonpayment or dishonor with respect to this Note. Borrower agrees to pay all reasonable costs of collection of this Note and any other Borrower's Liabilities, all reasonable costs in connection with the use, custody, protection and sale of the Collateral and all reasonable costs paid or incurred in enforcing or preserving any of Lender's rights hereunder or in connection with any transaction or proceeding in which Lender may become concerned or involved by reason of its interest in this Note or any other Borrower's Liabilities or any action by Borrower, in each case including reasonable attorneys' fees and court costs, all promptly on demand of Lender or other person incurring
the same. Lender shall not (by act, delay, omission or otherwise) be deemed to have waived any of its rights or remedies hereunder, or any provision hereof, unless such waiver is in writing signed by Lender, and any such waiver shall be effective only to the extent specifically set forth therein; and a waiver by Lender of any right or remedy under this Note on any one occasion shall not be construed as a bar to or waiver of any such right or remedy which Lender would otherwise have had on any future occasion.

This Note shall be deemed to have been delivered and made at Libertyville, Illinois, shall not be effective until received and accepted by Lender in Libertyville, lllinois, and it is the intent of the parties that this Note shall be interpreted and the rights and liabilities of the parties hereto determined in accordance with the laws (without regard to the conflicts of laws provisions) of the State of Illinois. Whenever possible each provision of this Note shall be interpreted in such manner as to be effective and valid under applicable law, but if any provision of this Note shall be prohibited by or invalid under applicable law, such provision shall be ineffective to the extent of such prohibition or invalidity, without invalidating the remainder of such provision or the remaining provisions of this Note. Whenever in this Note reference is made to Lender or Borrower, such reference shall be deemed to include, as applicable and to the extent permitted by the Loan and Security Agreement, a reference to their respective successors and assigns, and the provisions of this Note shall be binding upon and shall inure to the benefit of such successors and assigns, including, without limitation, a receiver, trustee or debtor in possession of or for Borrower.

Lender may at any time transfer this Note and Lender's rights in any or all of the Collateral. Any transfer by Lender of its rights in any Collateral shall relieve Lender from all liability with respect to such Collateral.

## BORROWER

[CORPORATE NAME]

## By:

(Print Name and Title)

Date:

## APPENDIX I. 7

VEHICLE LEASE AGREEMENT


## WARRANTY INFORMATION:

Check applicable boxes. Refer to separate document for coverages and exclusions.

## Dealer Warranty:

| $\square$ <br> Dealer disclaims all warranties including implied warranties <br> of merchantability and fitness for a particular purpose. See |  |
| :--- | :--- |
| Section 6 for additional disclaimers and disclosures. (If Known) <br> $\square$ Limited Warranty |  |
| Refer to separate warranty document for coverages and <br> exclusions. | Whichever comes first |
| Percent of retail repair costs <br> to be paid by You | Deductible to be paid by You |

## Manufacturer Warranty:

| $\square$ New Vehicle Warranty Expired Not known <br> $\square$ Cancelled due to salvage or other vehicle history. <br> $\square$ Remaining vehicle mfr warranty - Call the mfr or refer to warranty booklet for details | Expiration: (If Known) $\qquad$ (Months) $\qquad$ (Miles) <br> Whichever comes first |
| :---: | :---: |
| Percent of retail repair costs to be paid by You $\qquad$ \% | Deductible to be paid by You \$ $\qquad$ |
| Transfer fee to be paid by You \$ $\qquad$ | Pay to: <br> Mfr Dealer |

## Service Contract Information:

| $\qquad$ (months) $\qquad$ (miles), whichever come retail repair costs to be paid by You: $\qquad$ to be paid by You \$ |
| :---: |
|  |  |
|  |  |

ANTICIPATED VEHICLE DELIVERY DATE:
REGARDLESS OF REASON, IF THE VEHICLE ORDERED BY THE LESSEE IS NOT AVAILABLE FOR DELIVERY WITHIN 15 CALENDAR DAYS AFTER ANTICIPATED DELIVERY DATE, THE LESSEE MAY CANCEL THIS LEASE AND SHALL WITHIN ONE BUSINESS DAY, RECEIVE A FULL REFUND OF ANY DOWN PAYMENT AND RETURN OF TRADE-IN VEHICLE, OR TITLE FOR TRADE-IN VEHICLE, OR BOTH. IF THE TRADE-IN IS NOT AVAILABLE, THE LESSEE SHALL RECEIVE THE TRADE-IN ALLOWANCE. UNLESS DELIVERY DATE IS OTHERWISE QUALIFIED ON THIS CONTRACT BY THE LESSOR, IF THE ORDERED VEHICLE BECOMES AVAILABLE FOR DELIVERY PRIOR TO THE STATED ANTICIPATED DELIVERY DATE, THE DEALER LICENSEE MAY REQUIRE ACCEPTANCE NOT LESS THAN 21 CALENDAR DAYS AFTER HAVING NOTIFIED THE LESSEE OF AV AILABILITY OF DELIVERY AND MAY SUBSEQUENTLY VOID THE CONTRACT IF THE LESSEE REFUSES TO TAKE DELIVERY, IN WHICH CASE NO PENALTY SHALL BE ASSESSED BY THE DEALER LICENSEE FOR NON-ACCEPTANCE OF DELIVERY PRIOR TO THE STATED ANTICIPATED DELIVERY DATE.

BUSINESS PURPOSE: LESSEE WARRANTS THAT THE DESCRIBED EQUIPMENT IS BEING LEASED FOR USE PRIMARILY AS EQUIPMENT IN THE COMMERCIAL CONDUCT AND OPERATION OF LESSEE'S TRADE AND BUSINESS AND NOT FOR PERSONAL, FAMILY OR

INSURANCE: Physical Damage Insurance covering the Equipment is required under the terms of this Lease and Liability Insurance coverage for bodily injury and property damage caused to others is required under the terms of this Lease. Lessee may obtain Physical Damage Insurance coverage and Liability Insurance coverage from any source acceptable to Lessor.

CREDIT INSURANCE IS NOT REQUIRED by this Agreement.
OFFICIAL AND/OR SERVICE FEES are not required by law, but may be charged to vehicle lessees for services or reimbursements related to perfection of security or ownership interests or for services related to state and federal laws, verification requirements, public safety concerns, and must be reasonable.

Contact the selling motor vehicle dealer to discuss any questions or problems about your vehicle or this contract. If you are unable to resolve any disputes with the dealer, you may contact: Division of Motor Vehicles, Dealer Section, Wisconsin Department of Transportation, P.O. Box 7909, Madison, Wisconsin, 53707. The Dealer Section licenses motor vehicle dealers and administers the administrative regulations governing consumer protection in vehicle sale transactions, Ch. Trans 139, Wis. Admin. Code.

## TERMS AND CONDITIONS

1. Purchase; Lease. Lessee hereby requests Lessor to purchase the motor vehicle and other equipment (the "Vehicle") described in the above Schedule from the supplier listed in the above Schedule and to lease the Vehicle to Lessee on the terms and conditions of this Lease. Lessor hereby leases to Lessee, and Lessee leases from Lessor, the Vehicle.
2. Term. The term of this Lease (the "Term") shall commence on the date on which Lessee executes the acceptance certificate attached hereto (the "Acceptance Certificate") and end on the same day of the month as the commencement day of the last month of the number of calendar months stated in the above Schedule, unless extended by agreement of the parties. Notwithstanding the foregoing, this Lease shall continue until the earlier of (a) the scheduled expiration of the Term or any extended Term, (b) the date this Lease is terminated under Section 16 or Section 24, (c) the date that Lessee makes the payment described in Section 11, or (d) the date this Lease is prepaid under Section 22 of this Lease. All provisions of this Lease shall apply during any extended Term except as may be otherwise specifically provided in this Lease, in a schedule to this Lease or in any subsequent written agreement of the parties.
3. Rent. Lessee shall pay Lessor or Lessor's designee the total rent for the Term of this Lease, which shall be the total amount of all rent payments stated in the above Schedule, plus such additional rent as may arise. All monthly rent payments shall be payable in advance, in cash or by check, commencing on the date on which Lessee executes the Acceptance Certificate and on the same day of each month thereafter, whether or not Lessor has rendered an invoice therefore, at the office of Lessor set forth herein or to such other place as Lessor may from time to time designate in writing. Lessor may designate an assignee or other designee for receipt of payment of rent. Provided Lessee has paid both the Advance Rent and the Security Deposit, and thereafter agrees and pays Lessor through a weekly automatic deduction from Lessee's bank account an amount calculated to equal the annual rent paid in weekly installments together with any maintenance fees, Lessor will
agree to accept $23.0769 \%$ of the monthly rent payment each and every week of the Term commencing with the first week of the first month of the Term of this Lease, and payable each and every week of the Term thereafter on the same day of the week. Weekly payments of rent are payments in advance; however, provided Lessee is paying through automatic deduction Lessor will permit even weekly payments and not require the full monthly payment to be paid in advance each month. In the event Lessee terminates the automatic deduction method of payment, Lessee shall immediately owe the amount due to equal the monthly rent due in advance and shall thereafter resume payments as provided above. In the event Lessee requests, and Lessor grants, a payment extension, Lessee shall pay, as additional rent, and extension fee of $\$ 50.00$ per month (or $\$ 11.54$ per week) for each month (or week) of the applicable extension.
4. Advance Rent. Lessor acknowledges receipt of any "Advance Rent" and any "Security Deposit" set forth in the above Schedule. In no event shall any Advance Rent or any other payments that are due be refunded to Lessee.
5. Security Deposit. Lessee agrees to pay Lessor on the date hereof an amount equal to (__) monthly rent payment(s) as set forth in the above Schedule ("Security Deposit"), which sum, if any, shall be held by Lessor, without obligation for interest, as security for the full, timely and faithful performance of your covenants and obligations under this Lease, it being expressly understood and agreed that such payment is not a measure of Lessor's damages in the event of Lessee's default. Upon the occurrence of any default by Lessee, Lessor may, from time to time, without prejudice to any other remedy provided herein or provided by law, use such fund to the extent necessary to make good any arrears of rent payments or other payments due us hereunder, and any other damage, injury, expense or liability caused by any event of Lessee's default. Lessee is responsible for payment of any shortfall in rent payments.
6. Lease Supersedes Purchase Order; Selection Of Vehicle; Disclaimer Of Warranties. Upon execution hereof by Lessee, this Lease supersedes any purchase order of Lessee with respect to the Vehicle, Lessee agrees that its interest in the Vehicle is the interest of a Lessee and not of an owner, and Lessee assigns to Lessor Lessee's rights under any purchase order with respect to the Vehicle but not the Lessee's obligation to pay for the Vehicle unless Lessee furnishes Lessor with the Acceptance Certificate, supplied by Lessor, in accordance with Section 6. Lessee has selected both the Vehicle and the supplier from which Lessor may purchase the Vehicle. LESSEE ACKNOWLEDGES THAT LESSOR HAS NO EXPERTISE OR SPECIAL FAMILIARITY WITH RESPECT TO THE VEHICLE. LESSEE AGREES THAT THE VEHICLE LEASED HEREUNDER ARE LEASED "AS IS, WHERE IS," AND ARE OF SPECIFICATIONS SELECTED BY LESSEE. LESSEE IS SATISFIED THAT THE VEHICLE ARE SUITABLE FOR LESSEE'S PURPOSES. LESSOR MAKES NO WARRANTY, EXPRESS OR IMPLIED, AS TO ANY MATTER WHATSOEVER, INCLUDING PATENT INFRINGEMENT, CONDITION, QUALITY OR DESIGN OF THE VEHICLE, THEIR MERCHANTABILITY OR FITNESS FOR ANY PARTICULAR PURPOSE, THE SUITABILITY OF THE VEHICLE IN ANY RESPECT OR IN CONNECTION WITH, OR THE PURPOSES AND USES OF, LESSEE, THE CONFORMITY OF THE VEHICLE TO ANY LAW, RULE, REGULATION, SPECIFICATION, CONTRACT OR PURCHASE ORDER RELATING THERETO, OR AS TO LESSOR'S TITLE THERETO, LESSEE'S RIGHT TO THE QUIET ENJOYMENT THEREOF OR AS TO THE EXISTENCE OF ANY CLAIM OF ANY OTHER PERSON THERETO. LESSEE HEREBY WAIVES ANY CLAIM AGAINST LESSOR IN CONNECTION WITH OR ARISING OUT OF THE OWNERSHIP, LEASING, FURNISHING, PERFORMANCE OR USE OF THE VEHICLE AND LESSOR SHALL HAVE NO LIABILITY FOR ANY LOSS, DAMAGE OR EXPENSE OF ANY KIND OR NATURE WHATSOEVER RELATING THERETO, INCLUDING, WITHOUT LIMITATION, ANY SPECIAL, INDIRECT, INCIDENTAL OR CONSEQUENTIAL DAMAGES. Any warranty with respect to the Vehicle has been made in writing by the supplier and/or manufacturer separate from, and is not a part of, this Lease and shall be for the benefit of

Lessor, Lessee and, if any, Lessor's purchaser or secured party. If any Vehicle is damaged in transit, is not timely delivered, does not operate as represented or warranted by the supplier and/or manufacturer, or is unsatisfactory for any reason, Lessee shall make any claim on account thereof solely against the supplier and/or manufacturer and shall, nevertheless, pay Lessor all rent payable under this Lease and shall not set up against Lessee's obligations any such claims as a defense, counterclaim, set-off or otherwise. As long as Lessee is not in breach or default of this Lease, Lessor hereby assigns to Lessee, solely for the purpose of making and prosecuting any such claim, any rights which Lessor may have against the supplier and/or manufacturer for breach of warranty or other misrepresentation respecting the Vehicle. All proceeds of any warranty recovery by Lessee from the supplier and/or manufacturer of the Vehicle shall first be used to repair or replace the affected Vehicle; any excess shall be paid to Lessor or, if any, to Lessor's purchaser or secured party. LESSEE ACKNOWLEDGES AND AGREES THAT NEITHER THE SUPPLIER NOR ANY SALESPERSON, EMPLOYEE, REPRESENTATIVE OR AGENT OF THE SUPPLIER IS AN AGENT OR REPRESENTATIVE OF LESSOR, AND THAT NONE OF THE ABOVE IS AUTHORIZED TO WAIVE OR ALTER ANY TERM, PROVISION OR CONDITION OF THIS LEASE, OR MAKE ANY REPRESENTATION OR WARRANTY FOR LESSOR WITH RESPECT TO THIS LEASE OR THE VEHICLE LEASED HEREUNDER. Lessee further acknowledges and agrees that Lessee, in executing this Lease, has relied solely upon the terms, provisions and conditions contained herein, and any other statements, warranties or representations, if any, by the supplier, or any salesperson, employee, representative or agent of the supplier, have not been relied upon and shall not in any way affect Lessee's obligation to pay rent and otherwise perform as set forth in this Lease.
7. Delivery; Acceptance. Lessee acknowledges that, for purposes of receiving or accepting the Vehicle from the supplier thereof, Lessee is acting on Lessor's behalf. Upon delivery of each Vehicle to Lessee and Lessee's inspection thereof, Lessee shall furnish Lessor with the Acceptance Certificate with respect to such Vehicle; provided, however, that the parties agree that five days is a reasonable period of time for Lessee to inspect the Vehicle. Therefore, unless Lessee notifies Lessor to the contrary, Lessee shall be deemed to have unconditionally accepted each Vehicle five days after physical delivery thereof to the Vehicle location as may be noted on the supplier's or manufacturer's invoice. Lessee agrees to hold Lessor harmless from specific performance of this Lease and from damages if for any reason any Vehicle is not delivered as ordered or if any Vehicle is unsatisfactory for any reason whatsoever. Lessee agrees that any delay in delivery of any Vehicle shall not affect the validity of this Lease.
8. Location; Inspection; Use. The Vehicle shall be delivered to Lessee and thereafter parked at the location specified on the Schedule at the beginning of this Lease or at such other location as is authorized by the Lessor which Lessee shall report to Lessor. Lessee shall use the Vehicle solely for business purposes and in a careful and proper manner, and shall comply with all laws, regulations and ordinances, all conditions and requirements of the insurance required to be maintained hereunder and all manufacturer's instructions and warranty requirements Lessee shall affix and maintain Lessor's labels, if supplied by Lessor, upon a visible place on the Vehicle. Lessor shall have the right from time to time, during reasonable business hours, to enter upon Lessee's premises for the purpose of inspecting the Vehicle.
9. Maintenance; Alterations. Lessee shall, at Lessee's expense, maintain the Vehicle in good operating condition, repair and appearance and properly serviced and lubricated, furnish all parts and labor required to keep the Vehicle in such condition, protect the same from deterioration, other than normal wear and tear, and only use the Vehicle in the regular course of Lessee's business and within normal capacity. Lessee shall not make any modification, alteration or addition to the Vehicle without the prior written consent of Lessor, and then all such modifications, alterations and additions shall belong to Lessor and shall be returned to Lessor with the Vehicle upon the expiration or earlier termination of this Lease. If so indicated in the Schedule at the beginning of this Lease, Lessee shall
enter into a Van Maintenance Agreement and cause the Vehicle to be maintained pursuant to the Van Maintenance Agreement.
10. Insurance. Lessee agrees to maintain the insurance described in the Schedule at the beginning of this Lease AT ALL TIMES in full force and effect and written by an insurance company acceptable to Lessor, which insurance shall provide full breach of warranty protection to Lessor and be primary insurance coverage, protecting the interests of Lessor and Lessee. Lessor, its successors and assigns, must be named "ADDITIONAL INSURED" as to liability insurance up to $\$ 1,000,000$ if required by Lessor and "LOSS PAYEE" as to all risk insurance. All policies shall provide 30 days' advance written notice to Lessor of cancellation, change or non-renewal. Lessee shall pay all premiums for such insurance and shall deliver to Lessor the original policy or policies of insurance or other evidence satisfactory to Lessor of the insurance required hereby and the renewal thereof; provided, however, that Lessor shall be under no duty to ascertain the existence of or to examine such insurance policy or to advise Lessee in the event such insurance coverage shall not comply with the requirements hereof. Lessee hereby irrevocably appoints Lessor as Lessee's attorney-in-fact to make claim for, receive payment of, and execute and endorse all documents, checks or drafts received in payment for loss or damage under any such insurance policy. If Lessee shall fail to procure, maintain or pay for such insurance, Lessee agrees that Lessor shall have the right, but not the obligation, to obtain such insurance on behalf of, and at the expense of, Lessee and Lessee agrees to pay all costs thereof together with any taxes due thereon, with the next rent payment.
11. Loss or Damage. Lessee shall bear the entire risk of loss, theft, destruction or damage to each Vehicle (herein, "Loss or Damage") from any cause whatsoever, from and after the earliest of the date on which (a) such Vehicle is ordered, (b) Lessor pays the purchase price of the Vehicle, or (c) title to the Vehicle passes to Lessor, and continuing until such Vehicle is returned to Lessor. No Loss or Damage shall relieve Lessee of the obligation to pay rent or of any other obligation under this Lease. In the event of Loss or Damage, Lessee shall promptly notify Lessor in writing and, at the option of Lessor, shall (i) place the same in good condition and repair; (ii) replace the same with a like Vehicle of equivalent value, in good condition and acceptable to Lessor with clear title thereto in Lessor, whereupon such Vehicle shall be subject to this Lease and be deemed a Vehicle for all purposes hereof; or (iii) pay to Lessor on the rent payment date next following such event the total of the following amounts: (1) the total rent and other amounts due and owing at the time of such payment, plus (2) an amount calculated by Lessor which is the present value (using a discount rate equal to the implicit Lease rate of this Lease, as determined by Lessor in Lessor's reasonable discretion (the "Discount Rate")) of all rent and other amounts payable by Lessee with respect to such Vehicle from the date of such payment to the date of the scheduled expiration of the Term, plus (3) Lessor's estimate of the Vehicle's residual value as determined by Lessor in Lessor's reasonable discretion as of the scheduled expiration of the Term which in no event shall be less than the amount set forth in the Purchase Option box at the beginning of this Lease ("Residual Value"). All proceeds of insurance received by Lessor as a result of such Loss or Damage shall, where applicable, be applied toward the replacement or repair of the Vehicle or the payment of the obligations of Lessee hereunder.
12. Taxes; Expenses; Compliance with Law, Environmental/DOT Compliance. Lessee shall comply with all laws and regulations relating to, and shall promptly pay when due, all license fees, registration fees, sales taxes, franchise taxes, use and property taxes, assessments, charges and other taxes, municipal, state and federal, which may now or hereafter be imposed upon the ownership, titling, possession, leasing, renting, operation, control, use, maintenance, location, delivery and/or redelivery of, the Vehicle and prepare and/or file, upon request by Lessor, any schedules required by taxing authorities in connection therewith. In addition, Lessee agrees to pay all costs, expenses, fees and charges incurred in connection with the titling, licensing and registration
of the Vehicle, and in connection with the use and operation thereof during the Term, including, but not limited to: fuel, oil, lubricants, repairs, maintenance, tires, tubes, storage, parking costs, tolls, fines, parking and traffic violations, required repairs, towing and servicing together with any fees or interest charged on any of the foregoing. In the event Lessee does not pay all sums specified above, Lessor has the right, but not the obligation, to pay the same (a "Convenience Payment"). If Lessor shall so pay any of the aforementioned, then Lessee agrees that: Lessee shall remit such Convenience Payment amount with the next rent payment. Lessee is and will remain in full compliance with all laws and regulations applicable to it, including, without limitation, the USA Patriot Act and Bank Secrecy Act and shall ensure that no person or persons who own a majority of the ownership interests in, or control, the Lessee shall be listed on the Specially Designated Nationals and Blocked Person List or other similar list maintained by the U.S. Department of Treasury, Office of Foreign Assets Control. Lessee is responsible for compliance with, and any costs, materials, parts, services that relate to any Federal or State transportation and/or environmental rules, regulations, restrictions or reporting requirements for the geographies in which Lessee stores or operates the Vehicle.
13. Return. Unless Lessee has renewed this Lease or purchased the Vehicle pursuant to the terms and conditions of this Lease, upon the termination of this Lease, Lessee shall, at Lessee's own expense and risk, promptly return the Vehicle by delivering such Vehicle, prepared for shipment, to such location in the continental United States as Lessor may specify, fully serviced and in the same condition as received, reasonable wear and tear excepted. In the event Lessee does not return any Vehicle as provided herein, Lessee shall pay to Lessor the rent specified herein on a prorated basis for each day Lessee fails to return such Vehicle. The acceptance of said rent by Lessor shall not waive Lessor's right to have such Vehicle promptly returned to Lessor pursuant to the provisions hereof, nor shall the acceptance of said rent be deemed to be an extension of the Term of this Lease. In the event such vehicle is re-sold or placed under a new lease results in proceeds that would be required by law to be paid to Lessee, then Lessor prior to any such payment shall be entitled to collect (in addition to any amounts due for wear \& tear, refurbishment, out of pocket costs, fees, etc.) a remarketing fee of up to $2.5 \%$ of the total present resale value realized for such Vehicle.
14. General Indemnity. Lessee shall, and does hereby, indemnify and save Lessor, its agents, employees, successors and assigns, harmless from any and all liability, obligations, losses, damages, penalties, claims, suits, strict liability in tort, cost and expenses, including attorney's fees, arising out of the ownership, selection, location, possession, leasing, renting, operation, control, use, maintenance, repair, delivery and/or redelivery of the Vehicle, including, without limitation, any claim alleging latent and other defects, whether or not discoverable, and any other claim arising out of strict liability in tort, and any claim for patent, trademark or copyright infringement. The indemnities and assumptions of liabilities and obligations herein provided for shall continue in full force and effect notwithstanding the expiration or other termination of this Lease. Any indemnity payment hereunder shall be adjusted to preserve Lessor's anticipated net after-tax economic return with respect to the leasing of the Vehicle.
15. Default. Any of the following events or conditions shall constitute an event of default hereunder: (a) if Lessee fails to pay any rent or other monies or charges, or fails to observe any other term or condition of this Lease, on the due date, without notice or demand by Lessor; (b) if Lessee shall cease doing business as a going concern; (c) if Lessee becomes insolvent or makes an assignment for the benefit of creditors; (d) if a petition is filed by or against Lessee under any applicable bankruptcy laws; (e) if Lessee applies for or consents to the appointment of a receiver, trustee, conservator or liquidator of Lessee or such receiver, trustee, conservator or liquidator is appointed without the application or consent of Lessee; (f) if Lessee ceases to be an authorized Snap-on Franchisee, and does not contemporaneously thereafter enter into another Snap-on Franchise Agreement; ( g ) if any statement, representation or warranty heretofore or hereafter furnished by

Lessee shall be untrue or unperformed in any material respect; ( h ) if a creditor of Lessee or any other person or entity attaches or levies execution against Lessee and the attachment or levy is not released within 48 hours; (i) if Lessee makes a bulk transfer of its furniture, fixtures, furnishings or other equipment or inventory; (j) if Lessee breaches any of the terms of any loan or credit agreement, or defaults thereunder, or if the condition of Lessee's affairs shall so change as to, in Lessor's opinion, materially increase the credit risk involved; ( $k$ ) if any guarantor dies or any event described above occurs with respect to any guarantor; (I) Lessee operates the Vehicle or conducts activities in the vehicle in violation of applicable law; or ( m ) if Lessee shall default under any other Lease, contract or agreement with Lessor or Snap-on Tools Company LLC or any of its affiliates.
16. Remedies. Upon the happening of any one or more events or conditions of default, Lessor shall have the right to exercise any one or more of the following remedies: (a) to declare all unpaid rent immediately due and payable and to recover the balance of rent and other charges reserved under this Lease, discounted to present value as of the date paid using the Discount Rate, with Lessor retaining title to the Vehicle; (b) to sue for all rent payments due under this Lease as they shall accrue; (c) with or without notice, demand or legal process, to retake possession of the Vehicle under this Lease (Lessee hereby authorizes and empowers Lessor to enter upon the premises wherever each Vehicle may be found) and (i) repossess the Vehicle and retain all rent payments paid hereunder and recover from Lessee the amount of unpaid rent and other charges for the balance of the Term, discounted to present value as of the date paid using the Discount Rate; (ii) reLease the Vehicle and recover from Lessee the amount by which the balance of rent and other charges reserved in this Lease for the balance of the Term exceeds the net amount to be received by Lessor for such re-leasing for the same period, discounted to present value as of the date paid using the Discount Rate; or (iii) sell the Vehicle and recover from Lessee the amount by which the balance of the rent and charges reserved in this Lease for the balance of the Term and the Residual Value of the Vehicle, exceeds the net amount received by Lessor from such sales. Lessor may specifically enforce this provision, which is a material inducement to Lessor in entering into this Lease; or (d) to pursue any other remedy permitted by law. No failure on the part of Lessor to exercise, and no delay in exercising any right or remedy hereunder, shall operate as a waiver thereof.
17. Assignment. Without Lessor's prior written consent, Lessee shall not (a) assign, transfer or pledge or otherwise dispose of its interest in this Lease, the Vehicle or any interest therein, or (b) sublet or lend the Vehicle or permit any Vehicle to be used by anyone, other than Lessee or Lessee's employees. Lessor may grant a security interest in or sell or assign this Lease or the rents due under this Lease or grant a security interest in or sell the Vehicle in whole or in part without notice to Lessee, and Lessor's purchaser or secured party may then grant a security interest in or sell this Lease or the rents due under this Lease or the Vehicle, without notice to Lessee. Each such secured party shall have all the rights but none of the obligations of Lessor under this Lease. Lessee shall recognize such sales or security interests, shall not assert against such purchasers or secured parties any defense, counterclaim or set-off Lessee may have against Lessor and shall, at Lessor's request, pay to such purchasers or secured parties all sums due or to become due or owing under this Lease. Notwithstanding any such assignment, Lessee shall quietly enjoy use of the Vehicle, subject to the terms and conditions of this Lease. Lessee will promptly execute and deliver any acknowledgment of the forgoing furnished by Lessor.
18. Ownership; Personal Property. The Vehicle is, and shall at all times remain, owned solely by Lessor or its successors and assigns, and all titles thereto and registrations thereof shall be in the name of Lessor or its successors and assigns. Lessee shall have no right, title or interest in or to the Vehicle, except as to the use thereof subject to the terms and conditions of this Lease.
19. Late Charges. If Lessee fails to pay any rent or other sum to be paid by Lessee to Lessor within ten days after the due date thereof, Lessee shall pay Lessor (a) an amount calculated at the
rate of five cents (\$.05) per one dollar (\$1.00) of each such delayed payment, and shall make such payment within ten days after the original due date, as compensation for Lessor's internal operating expenses arising as a result of such failure; (b) amounts paid by Lessor to others relevant to the collection thereof; and (c) interest on such unpaid rent or other amount, at the rate of $10 \%$ per annum or such lesser maximum rate as may be fixed by law, computed from and including the due date to the date paid. If any amount is paid by check, ACH or similar instrument from Lessee and it is dishonored for any reason, Lessee agrees to pay the Lessor the costs paid by the Lessor to others because of the dishonor, plus a fee to Lessor of $\$ 25.00$, provided, however, the fee paid to Lessor shall not be greater than the highest amount permitted by applicable law.
20. No Offset. This Lease may not be canceled or terminated for any reason whatsoever, except as expressly provided herein. Lessee agrees that its obligation to pay all rents and other sums payable hereunder and the right of Lessor in and to such rents are absolute and unconditional and are not subject to any abatement, reduction, set-off, defense, counterclaim or recoupment due or alleged to be due to, or by reason of, any circumstance, happening or event whatsoever.
21. End of Term Options. Provided that no event of Default has occurred and is continuing, Lessee shall elect one of the following three options by giving Lessor at least thirty (30) days prior written notice of such election: (a) return the Vehicle(s) in accordance with the Agreement; (b) purchase the Vehicle(s) for the price set forth in the Purchase Option box at the beginning of this Lease; or (c) enter into a lease renewal with Lessor. If Lessee elects to purchase the Vehicle(s), Lessee shall pay Lessor the price set forth in the Purchase Option box at the beginning of this Lease prior to the expiration of the initial Term (plus any applicable taxes and titling fees) and Lessor shall transfer the Vehicle(s) to Lessee on an "AS IS, WHERE AS" basis without representation or warranty of any kind. If Lessee elects to return the Vehicle(s), Lessee shall comply with all provisions of this Lease, including Section 13, and ensure that the Vehicle(s) is returned to the location designated by Lessor prior to the expiration of the initial Term. If Lessee desires to enter into a lease renewal, Lessor and Lessee shall use their good faith efforts to determine an acceptable rental term, payment and end of term option during such thirty (30) day period. If Lessee does not give the thirty (30) day prior written notice of its election or if Lessee and Lessor cannot agree on the terms of a lease renewal, then unless the Lessor elects to terminate the Lease, the Term of the Lease shall automatically extend on a month-to-month basis, at the Rent in effect at the expiration of the initial Term, for a period beginning on the last day of the initial Term and ending on the earlier of the day that Lessee and Lessor agree on the terms of a lease renewal or the thirtieth $\left(30^{\text {th }}\right)$ day after Lessee delivers to Lessor notice that Lessee is electing Option (a) or Option (b) above.
22. Early Purchase Option: If Lessee is not in default of any term or provision of the Lease, Lessee may pay and satisfy this Lease in full and purchase, "AS IS, WHERE IS" with no warranty from Lessor of any kind, all but not less than all of the Vehicle leased hereunder, provided that Lessee has given Lessor written notice of its intention to exercise such purchase option not later than 30 days prior to the purchase date by paying to Lessor: (a) the then present value of the unpaid balance of the remaining rent payments and all other amounts due under the Lease, all discounted at the Discount Rate; plus (b) the amount set forth in the Purchase Option box at the beginning of this Lease; plus (c) in the event Lessor, in its sole discretion, chooses to use a service to retitle the vehicle in the name of Franchisee, a Title Service Fee equal to \$190; plus (d) plus all applicable sales, use or other taxes of applicable fees. In no event shall the aforementioned prepayment premium exceed the highest amount allowable under applicable law. Such prepayment premium represents the costs of prepayment incurred by Lessor, including but not limited to, the Lessor's loss of gross profits. Upon such payment, the Lease shall terminate and Lessee shall become entitled to the Vehicle as owner thereof.
23. Retention of Lien. If Lessee purchases or otherwise obtains ownership of the Vehicle from Lessor, and still owes other amounts to Lessor under any other outstanding obligations or agreements, then, at time of acquisition of the Vehicle hereunder, Lessee hereby grants a continuing security interest in the Vehicle to Lessor and authorizes Lessor to retain and file a lien on the Vehicle at the time Lessor processes the vehicle title to transfer ownership to Lessee. This grant and authorization to Lessor shall survive any termination of this Lease and shall continue until all amounts owed by Lessee to Lessor under any other obligations or agreements are paid in full.
24. Early Termination Option at Termination of Snap-on Business. If Lessee terminates its Snapon Business for any reason then the Lessee may terminate this Lease upon satisfaction of the following conditions: (a) Lessee is not in default under the terms of this Lease; (b) Lessee gives Lessor written notice fourteen (14) days prior to the termination date; (c) Lessee pays all monthly rent payments, fees, taxes or charges through the end of the month in which the early termination option is elected; (d) Lessee pays costs to ship the Vehicle(s) to a location designated by Lessor at costs not to exceed $\$ \mathbf{4 , 1 0 0}$; (e) Lessee pays any damages for repair to the Vehicle(s) above ordinary wear and tear; and (f) Lessee pays an early termination charge equal to one (1) monthly rent payment. Notwithstanding the foregoing, (i) this early termination option is not available if Lessee remains an authorized Snap-on Franchisee under a different Snap-on Franchise Agreement, and (ii) Lessee shall remain responsible for all tax bills and other amounts due (such as property taxes) that accrue during the term of this Lease and remain unpaid at its termination.
25. Further Assurances; Security Interest. Lessee shall provide Lessor with such resolutions, opinions, financial statements and other documents (including title and Vehicle registration documents and documents for filing or recording) as Lessor may request from time to time. LESSEE HEREBY APPOINTS LESSOR OR ITS ASSIGNEE ITS TRUE AND LAWFUL ATTORNEY-INFACT TO EXECUTE ON BEHALF OF LESSEE ALL FINANCING STATEMENTS, SECURITY DOCUMENTS AND VEHICLE REGISTRATION AND LIEN DOCUMENTS WHICH, IN LESSOR'S DETERMINATION, ARE NECESSARY TO SECURE LESSOR'S INTEREST IN SAID VEHICLE. Lessee hereby grants Lessor a security interest in the Vehicle and other property Leased hereunder and proceeds thereof, including all proceeds of the re-lease, sale or disposition of the Vehicle and other property. Further, to the extent permitted by and subject to applicable law, Lessee hereby grants Lessor or its agent or assigns the power of attorney and right to sign on behalf of Lessee and file or record any and all such financing statements or security documents and vehicle registration and lien documents as may be necessary to perfect and maintain Lessor's security interest granted under this Lease.
26. Miscellaneous. All obligations of Lessee, if more than one, shall be joint and several. Lessee shall provide Lessor with a copy of Lessee's annual financial statements, including balance sheet and profit and loss statement, within 90 days after the close of Lessee's business year, in addition to any other information normally provided by Lessee to the public and/or any other financial data or information relative to this Lease and the Vehicle as Lessor may from time to time reasonably request. This Lease shall be binding upon the parties, their successors, legal representatives and assigns, and is a valid and subsisting legal instrument, and no provision which may be deemed unenforceable shall in any way invalidate any other provision or provisions, all of which shall remain in full force and effect. All section headings are inserted for reference purposes only and shall not affect the interpretation or meaning of this Agreement. This instrument constitutes the entire contract between the parties hereto, and no representation, oral or written, shall constitute an amendment hereto unless signed in writing by Lessor. Any amendment, modification, waiver or extension hereunder must be in writing and signed by the parties hereto. Time is of the essence in this Lease and each and all of its provisions.
27. Uniform Commercial Code Article 2A Provisions. Lessee agrees that if this Lease is a "Finance Lease" under Article 2A of the Uniform Commercial Code, Lessee acknowledges that: (i) Lessor did not select, manufacture or supply the Vehicle, but Lessor did purchase the Vehicle for lease to Lessee; and (ii) Lessor has given Lessee the name of the supplier of the Vehicle. Lessor hereby notifies Lessee that Lessee may have rights under the supply contracts and that Lessee may contact the supplier for a description of those rights or any warranties. TO THE EXTENT PERMITTED BY APPLICABLE LAW, LESSEE WAIVES ANY AND ALL RIGHTS AND REMEDIES CONFERRED UPON LESSEE UNDER UNIFORM COMMERCIAL CODE SECTIONS 2A-303 AND 2A-508 THROUGH 522, AS IN EFFECT FROM TIME TO TIME.

## 28. Alternative Dispute Resolution.

(a) Mediation. Except as otherwise provided below in Section 28(c), the parties agree to attempt to resolve any controversy or dispute arising out of, or relating to this Agreement or Lessee's relationship with Lessor, or the termination of this Agreement, including, but not limited to, any claim by Lessee, or any person in privity with or claiming through, on behalf of or in the right of Lessee must be submitted to non-binding mediation prior to any matter being submitted to arbitration. This provision applies only to controversies and disputes that are specific to Lessee, or any person in privity with or claiming through, on behalf of or in the right of Lessee and not to issues that affect Snap-on franchisees generally. Any such mediation will be held within 60 days after a demand for mediation is made by either party by notice to the other party. The mediation will be conducted in the state in which Lessee resides or a mutually agreeable location. The mediator will be selected by mutual agreement between the parties, and Lessor or Snap-on will pay the costs of the mediator and location at which the mediation takes place.

The parties acknowledge that mediation proceedings are settlement negotiations and that to the extent allowed or required by applicable law, all offers, promises, conduct and statements, whether oral or written, made in the course of the mediation will be confidential and inadmissible in any arbitration, litigation or other legal proceeding involving the parties, provided however, that evidence which is otherwise admissible or discoverable will not be rendered inadmissible or nondiscoverable as a result of its use in mediation.
(b) Arbitration. Except as otherwise provided in Section 28(c), any controversy or dispute arising out of, or relating to this Agreement, including but not limited to, any claim by Lessee, or any person in privity with or claiming through, on behalf of or in the right of Lessee, concerning the entry into, performance under, nonrenewal of, or termination of, this Agreement; any claim against a past or present employee, officer, director, agent or affiliate of Lessor; any claim of breach of this Agreement; and any claims arising under or relating to state or federal laws, including the common law (for example, tort or contract claims), or any statutes, rules, or regulations, shall be submitted to final and binding arbitration as the sole and exclusive means for final and binding resolution of any such controversy or dispute unless prohibited under applicable state law. Persons in privity with or claiming through, on behalf of or in the right of Lessee include, but are not limited to, spouses and other family members, heirs, executors, representatives, shareholders, members, successors and assigns. In no event shall persons in privity include other Snap-on franchisees who have signed separate van lease agreements or similar agreements with Lessor.

A party's failure or refusal to resolve the controversy or dispute through mediation under Section 28(a) shall not affect either party's obligation to arbitrate the dispute or controversy under this Section 28(b). A demand for arbitration must be made within the applicable statute of limitation period; otherwise, the right to any remedy shall be forever barred, as provided by applicable law and determined by the arbitrator.

Notwithstanding any other provision of this Agreement, arbitration under this Section 28(b) shall be governed exclusively by the Federal Arbitration Act as amended (9 U.S.C. §§ 1 et seg.), and arbitration shall take place according to the Commercial Arbitration Rules of the American Arbitration Association ("AAA Rules") in effect as of the date the demand for arbitration is filed. The AAA Rules may be found on the American Arbitration Association's web site at www.adr.org or by searching for those rules using a service such as www.google.com. The arbitration shall be held at the office of the American Arbitration Association nearest the Snap-on Regional Sales Office to which Lessee was assigned most recently prior to the demand for arbitration; provided, however, if such office is outside the state in which the Lessee resides, Lessee may cause the arbitration to be held within Lessee's state of residence at a place mutually convenient to the parties and the arbitrator.

The arbitration shall proceed before a single arbitrator. The arbitrator shall be chosen in accordance with the AAA Rules. If the amount claimed by the party filing for arbitration both in the original demand for arbitration and in any amendment is less than Seventy-five Thousand Dollars ( $\$ 75,000.00$ ), Lessor shall pay the fees and expenses of the arbitrator and filing fees and costs charged by the American Arbitration Association up to a maximum of Seven Thousand Five Hundred Dollars (\$7,500.00). Any amount in excess of Seven Thousand Five Hundred Dollars $(\$ 7,500.00)$ will be split equally by the parties. If the amount of the claim filed either in the original demand for arbitration or by amendment is for Seventy-five Thousand Dollars (\$75,000.00) or more, the parties agree to split equally the fees and expenses of the arbitrator and the filing fees and costs charged by the American Arbitration Association. If Lessee demonstrates that it is unable to pay its portion of these fees, expenses or costs, then the fees, expenses or costs shall be reapportioned by the arbitrator in accordance with applicable law.

Unless otherwise agreed by the parties or ordered by the arbitrator, following a party's motion for additional discovery, pre-hearing discovery in any arbitration is limited to the following: (1) production of all documents that will be introduced at the hearing; (2) production of written or recorded statements that a party intends to introduce at the hearing; (3) production of all documents relied upon by experts who will testify at the hearing; (4) production by Lessee of tax returns filed by Lessee (including tax returns for a significant owner of Lessee if the Lessee is a corporation or limited liability company) for the last three (3) tax years; (5) production by Lessor of Lessee's statements of account balance with Lessor for three (3) years prior to the filing of the arbitration or if the Lease is active within three (3) years of the time of the filling, then for the term of the Lease; and (6) not more than two depositions per side.

Each party further agrees that, unless such a limitation is prohibited by applicable law, as determined by the arbitrator, a party shall not be liable for punitive or exemplary damages and the arbitrator shall have no authority to award the same. The award or decision by the arbitrator shall be final and binding on the parties and may be enforced by judgment or order of a court of competent jurisdiction. The parties consent to the exercise of personal jurisdiction in the state where the arbitration took place. The parties consent to the exercise of personal jurisdiction over them by such courts for the purpose of carrying out this provision; and they waive any objections that they would otherwise have to the same.

The parties agree to arbitrate only controversies and disputes that are specific to Lessee or any person in privity with or claiming through, on behalf of or in the right of Lessee, and therefore Lessee and Lessor agree that (x) arbitration under this Section 28(b) shall be brought on an individual basis only and may not be brought as a class or consolidated action or by way of joinder of separate parties unless all parties otherwise agree in writing, and absent such written agreement (y) there will be no right or authority for any controversy or dispute to be brought, heard or arbitrated as a class or consolidated action or by way of joinder of separate parties ("Class/Consolidated Action Waiver"). Notwithstanding any other provision of this Agreement or the AAA Rules, disputes
regarding the validity, enforceability or breach of the Class/Consolidated Action Waiver may be resolved only by a civil court of competent jurisdiction and not by an arbitrator. No finding or stipulation of fact or law in any other arbitration shall be given preclusive or collateral estoppel effect in any arbitration hereunder. In no event shall the arbitrator have the right, power, jurisdiction or contractual authority to award any damages or relief in excess of or in addition to those damages suffered specifically by the parties to the arbitration or as otherwise provided by applicable law or this Agreement.

In any case in which (1) the dispute is filed as a class or consolidated action or by way of joinder of separate parties and (2) there is a final judicial determination that all or part of the Class/Consolidated Action Waiver is invalid or unenforceable, the class, consolidated action or joinder of separate parties to that extent must be litigated in a civil court of competent jurisdiction, but the portion of the Class/Consolidated Action Waiver that is enforceable shall be enforced in arbitration.

In addition, in the event any other provision in this Section 28(b) is determined to be invalid or unenforceable as a matter of law, then it is the intention of the parties to this Agreement that such provision be deemed inoperative and stricken from this Agreement, and that the remainder of this Section 28, to the extent not legally invalid or unenforceable under applicable law, be enforced as written and as if the invalid or unenforceable provision or provisions had not been included in this Section 28.

BY SIGNING BELOW, THE PARTIES AGREE THAT THEY ARE REQUIRED TO ARBITRATE CERTAIN DISPUTES AND CLAIMS AS SET FORTH IN THIS SECTION 28 AND ARE LIMITED IN THE MANNER IN WHICH THEY CAN SEEK RELIEF, INCLUDING THAT THEY EACH SPECIFICALLY WAIVE THEIR RIGHT TO BRING SUCH CLAIMS IN A COURT OF LAW AND TO HAVE A TRIAL BY JURY.
(c) Provisional remedies. Each party shall have the right to seek from an appropriate court provisional remedies including, but not limited to, temporary restraining orders, preliminary injunctions, repossession (including seeking an order on whether the Lessor may exercise the remedy in Section 16(c), only relief shall be a judgment or order regarding repossession of the Vehicle and the only evidence admissible in the court proceeding shall be whether any one or more of the events or conditions default specified in Section 15, above, have occurred and all other issues, claims and evidence shall be subject to arbitration) or replevin orders before, during or after arbitration. Neither party need await the outcome of the arbitration or selection of an arbitrator before seeking provisional remedies. Seeking any such remedies shall not be deemed to be a waiver of either party's right to compel arbitration. Any such action shall be brought by Lessor or Lessee in the county (or similar political unit) or federal judicial district where Lessee resides, or where any property that may be the subject of the action is located. The parties consent to the exercise of personal jurisdiction over them by courts located there and to the propriety of venue in such courts for the purpose of carrying out this provision; they waive any objections that they would otherwise have to the same; and they waive the right to have any such action decided by a jury.
29. Notices. Any written notice or demand under this Lease may be given to a party by mailing it to the party at its address set forth herein, or at such address as the party may provide in writing from time to time. Notice or demand so mailed shall be effective when deposited in the United States mail duly addressed and with postage prepaid.
30. Expenses of Enforcement. Lessee shall pay to Lessor all costs and expenses, including reasonable attorneys' fees and fees of collection agencies, incurred by Lessor in exercising any of
its rights or remedies hereunder or in enforcing any of the terms or provisions hereof, whether or not suit is brought.
31. Effect of State Laws; Severability. It is agreed that the rights of the parties under this Lease shall be governed by the laws of the State of Illinois, excluding its conflict of laws principles except to the extent the Federal Arbitration Act governs Section 28, above. In addition to the severability provisions in Section 28, each article, Section, subsection, term, and condition of this Lease, and any portions thereof, shall be considered severable. If, for any reason, any portion of this Lease is determined to be invalid, contrary to, or in conflict with, any applicable present or future law, rule, or regulation in a final, unappealable ruling issued by any court, agency, or tribunal with valid jurisdiction in a proceeding to which Lessor is a party, that ruling shall not impair the operation of, or have any other effect upon, any other portions of this Lease; all of which shall remain binding on the parties and continue to be given full force and effect. Any invalid portion shall be deemed not to be a part of this Lease as of the date upon which the ruling becomes final, if Lessee is a party to such proceedings, or upon Lessee's receipt of notice of nonenforcement from Lessor.
32. Considerations Regarding Trade-in Title, or Clearing Title. This transaction is voidable at the option of Lessor if the certificate of title to any trade-in vehicle, or to the leased vehicle, respectively, contains information which materially affects the value of such vehicle and is not disclosed in writing prior to this Lease. If any lien or lease payoff on an owned or leased trade-in is estimated, the net amount of any trade-in will be adjusted to reflect the total all-in cost of obtaining clear title, and Lessee will accept the change in capitalized costs and change in payment amounts based on the implicit rate in this Lease.

LIABILITY INSURANCE COVERAGE FOR BODILY INJURY AND PROPERTY DAMAGE CAUSED TO OTHERS IS NOT INCLUDED IN THIS LEASE. YOU MAY OBTAIN INSURANCE FROM ANY SOURCE ACCEPTABLE TO LESSOR.

NOTICE TO LESSEE: 1. DO NOT SIGN THIS LEASE BEFORE YOU READ IT OR IF IT CONTAINS BLANK SPACES; 2. YOU ARE ENTITLED TO AN EXACT AND COMPLETELY FILLED-IN COPY OF THE LEASE YOU SIGN; 3. KEEP IT TO PROTECT YOUR LEGAL RIGHT; 4. DO NOT SIGN IF THERE ARE ANY BLANK SPACES.

NOTE: THE UNDERSIGNED LESSEE REPRESENTS AND WARRANTS THAT IT HAS READ ALL DOCUMENTS WHICH ARE PART OF THIS LEASE, THAT IT IS FULLY AWARE OF ALL THE TERMS AND CONDITIONS CONTAINED HEREIN AND THEREIN, THAT ALL REQUIRED ACTION HAS BEEN TAKEN AND THAT ALL DOCUMENTATION HAS BEEN AUTHORIZED TO BE EXECUTED BY THE FOLLOWING SIGNATORIES:

This Lease shall not be binding upon Lessor or become effective until and unless Lessor accepts the same in writing.

## LESSEE HEREBY ACKNOWLEDGES RECEIPT OF AN EXACT COPY OF THIS LEASE

## LESSEE: [CORPORATE NAME]

By:
Title:
Date \&
Time:

## LESSOR: SNAP-ON CREDIT LLC

By:
Title:
Date \&
Time:

# Shapan Credit 

## AMENDMENT TO VEHICLE LEASE AGREEMENT NO. BETWEEN SNAP-ON CREDIT LLC as Lessor <br> AND <br> as Lessee

This Amendment is attached to and forms part of that certain Vehicle Lease Agreement No. (the "Lease"), between Snap-on Credit LLC ("Lessor") and the undersigned Lessee ("Lessee"). Lessor and Lessee agree as follows:
A. Definitions. Capitalized terms appearing in this Amendment that are defined in the Lease shall have the same meaning as that given in the Lease unless the term is given a special definition in this Amendment.
B. Changes to Section 22 titled EARLY PURCHASE OPTION. Section 22 of the lease shall be replaced in its entirety with the following:
"22. Early Purchase Option: If Lessee is not in default of any term or provision of the Lease, Lessee may pay and satisfy this Lease in full and purchase, "AS IS, WHERE IS" with no warranty from Lessor of any kind, all but not less than all of the Vehicles leased hereunder, provided that Lessee has given Lessor written notice of its intention to exercise such purchase option not later than 30 days prior to the purchase date by paying to Lessor: (a) the then present value of the unpaid balance of the remaining rent payments and all other amounts due under the Lease, all discounted at the Discount Rate; plus (b) the amount set forth in the Purchase Option box at the beginning of this Lease; plus (c) a prepayment premium, if not prohibited by law, for a 48 month or longer lease, equal to (i) two (2) monthly rent payments if prepaid on or before the end of the 24th month of this Lease, or (ii) one (1) monthly rent payment if prepaid after month 24th of the Lease; or for leases having a term of less than 48 months, one (1) monthly rent payment if prepaid on or before the end of the term; plus (d) plus all applicable sales, use or other taxes. In no event shall the aforementioned prepayment premium exceed the highest amount allowable under applicable law. Such prepayment premium represents the costs of prepayment incurred by Lessor, including but not limited to, the Lessor's loss of gross profits. Upon such payment, the Lease shall terminate and Lessee shall become entitled to the Vehicle as owner thereof."
C. Changes to Section 23 titled EARLY TERMINATION OPTION AT TERMINATION OF DEALERSHIP. Section 23 shall not apply to this Lease. Lessee's obligations under this lease shall be unconditional and continuing without setoff.
D. Except as expressly provided in this Amendment, the Lease shall remain unchanged and in full force and effect.

## LESSEE: [CORPORATE NAME]

By:
Title: $\qquad$
Date:

## LESSOR: SNAP-ON CREDIT LLC

By: $\qquad$
Title: $\qquad$
Date:

# ADDENDUM TO SNAP-ON CREDIT VEHICLE LEASE AGREEMENT (Franchisee Owned by Trust) 

THIS IS THE ADDENDUM TO SNAP-ON CREDIT VEHICLE LEASE AGREEMENT ("Addendum") amends that certain Vehicle Lease Agreement ("Lease Agreement") is made as of the Effective Date below, between SNAP-ON CREDIT LLC ("Snap-on Credit"), and the undersigned Lessee ("Lessee").

The Vehicle Lease Agreement is hereby amended as follows:

1. Section 12 of the Vehicle Lease Agreement is amended to delete the last two sentences and replace it with the following in lieu thereof:

Lessee is and will remain in full compliance with all laws and regulations applicable to it, including, without limitation, the USA Patriot Act and Bank Secrecy Act and shall ensure that no person or persons who own a majority of the ownership interests in, or control, the Lessee (and, in the case of a Lessee held in trust, the grantor(s) and trustee(s) of a trust for Lessee), shall be listed on the Specially Designated Nationals and Blocked Person List or other similar list maintained by the U.S. Department of Treasury, Office of Foreign Assets Control. Lessee is responsible for compliance with, and any costs, materials, parts, services that relate to any Federal or State transportation and/or environmental rules, regulations, restrictions or reporting requirements for the geographies in which Lessee stores or operates the Vehicle.

1. Section 15 of the Vehicle Lease Agreement is amended by adding the following at the end thereof:
( n ) If Lessee is held in trust and any of the above instances in Sections 15 (a) through 15(m) occur with respect to the grantor(s) or trustee(s) of the trust;
(o) If Lessee is held in trust, and this Agreement is in force and effect at the time of a change in trustee under the terms of the governing trust document and such new trustee fails to provide to Snap-on Credit a Notice for Change in Trustee (as defined in the Policy for Trust-Owned Franchises) within thirty (30) days of such change of trustee;
(p) If the Lessee is held in trust, any transfer of the Lease, including but not limited to a transfer to the grantor of the trust, a new trust, a beneficiary or beneficiaries of the trust, or to a third-party, or dissolution of the trust, that does not comply with the requirements of Section 15 of the Vehicle Lease Agreement. For purposes of this subsection, "transfer" includes a direct or indirect, distribution, sale, assignment, transfer, conveyance and gift.
2. Section 17 of the Vehicle Lease Agreement is amended to insert the following immediately after the first sentence of such section:

For a Lessee held in trust, a change in trustee or if the trustee seeks to terminate the trust and directly or indirectly, distribute, sell, assign, transfer, convey, give away all of the trust's interest in the Lease to the grantor(s) of the trust or the trustee(s) individually or to
the beneficiaries of the trust, such action is considered an assignment requiring the prior approval of Snap-on Credit. If Lessee is held in trust, Lessee will remain responsible for the actions and omissions of any grantor(s) or trustee(s).
3. Section 25 of the Vehicle Lease Agreement is amended to insert the following immediately after the first sentence:

If Lessee is held in trust, Snap-on Credit may at any time request that the grantor(s) and/or trustee(s) and/or beneficiaries of the trust sign and deliver such financing statements and other documents, for the purpose of evidencing and perfecting Snapon Credit's security interest.
4. The first paragraph of Section 28(a) of the Vehicle Lease Agreement is amended to delete the last two sentences and replace them with the following in lieu thereof:

The mediation will be conducted in the state in which Lessee resides provided however, that if Lessee is held in trust, the mediation will be conducted in the state where here any property that may be the subject of the action is located. The mediator will be selected by mutual agreement between Lessee and Snap-on Credit, and Snap-on Credit will pay the costs of the mediator and location at which the mediation takes place.
5. The first paragraph of Section 28(b) of the Vehicle Lease Agreement is amended to delete the last sentence and replace it with the following in lieu thereof:

Persons in privity with or claiming through, on behalf of or in the right of Lessee include, but are not limited to, spouses and other family members, heirs, executors, representatives, shareholders, members, successors, assigns and grantor(s) and trustee(s) and beneficiaries of trusts. In no event will persons in privity include other Snapon franchisees who have signed separate vehicle lease agreements with Snap-on Credit.
6. The third paragraph of Section 28(b) of the Vehicle Lease Agreement is amended to delete the last sentence and replace it with the following in lieu thereof:

The arbitration will be held at the office of the American Arbitration Association nearest the Snap-on Regional Sales Office to which Lessee was assigned most recently prior to the demand for arbitration; provided, however, if such office is outside the state in which the Lessee resides, Lessee may cause the arbitration to be held within Lessee's state of residence at a place mutually convenient to the parties and the arbitrator, provided further, that if Lessee is held in trust, the arbitration will be conducted in the state where any property that may be the subject of the action is located.
7. Item (4) of the fifth paragraph of Section 28(b) of the Vehicle Lease Agreement is amended to delete such item (4) and replace it with the following in lieu thereof:
(4) production by Lessee of tax returns filed by Lessee (including tax returns for a significant owner of Lessee) for the last three (3) tax years, provided, further, that if Lessee is held in trust, Lessee will also produce trust returns for the grantor(s) of the trust) for the last three (3) tax years.
8. The fourth $\left(4^{\text {th }}\right)$ sentence of the first paragraph of Section 28(c) of the Vehicle Lease Agreement is amended to delete such sentence and replace it with the following in lieu
thereof:
Any such action will be brought by Snap-on Credit or Lessee in the county (or similar political unit) or federal judicial district where Lessee resides, or where any property that may be the subject of the action is located, provided however, that if Lessee is held in trust, any such action will be brought by Snap-on Credit or Lessee held in trust in the county (or similar political unit) where any property that may be the subject of the action is located.
9. Section 28 of the Vehicle Lease Agreement is amended by inserting the following subsection (d):
(d) Application to Trustees. Notwithstanding anything herein to the contrary, if Lessee is held in trust, the provisions of Section 28 shall apply to the trustee(s) of such trust.

IN WITNESS WHEREOF, the parties have executed this Addendum as of the Effective Date of the Servicing Agreement $\qquad$ ("Effective Date")

## LESSEE: [CORPORATE NAME]

the address of which is $\qquad$

By: $\qquad$
Title: $\qquad$

## SNAP-ON CREDIT LLC

By: $\qquad$
Title: $\qquad$

# Shapan Credit 

## CONTINUING UNCONDITIONAL GUARANTEE (FOR CORPORATE or LIMITED LIABILITY COMPANY)

FOR VALUE RECEIVED, and to induce Snap-on Credit LLC, (the "Snap-on Credit") to lease, lend money, extend credit or provide other financial accommodation, or agree to accept assignment of certain contracts or rights, or to enter into other contractual relationships or to continue any of the foregoing, to or with

## a

$\qquad$ corporation or limited liability company [strike one] ("Company") the majority of the stock of which or the majority membership interest in which [strike one] is owned by the Guarantor or Guarantors, and in consideration thereof, the undersigned Guarantor or Guarantors (hereafter collectively the "Guarantor") hereby unconditionally absolutely guarantees: (A) the full and prompt payment when due (whether at maturity or by declaration, amortization, acceleration or otherwise) and at all times thereafter of all indebtedness, obligations and liabilities of every kind and nature whatsoever of Company to Snap-on Credit howsoever created, arising, acquired, held or evidenced, and whether direct or indirect, primary or secondary, absolute or contingent, joint or several, now or hereafter existing, due or to become due; and (B) the full, prompt and faithful performance and discharge by Company of each and every term, condition, agreement, representation and warranty on the part of Company contained in any agreement (including any amendment, modification or supplement thereof) relating to any loan, credit or other financial accommodation from Snap-on Credit to Company or any other contractual relationship between Snap-on Credit and Company (all such obligations referred to in (A) and (B) above being hereinafter collectively referred to as the "Liabilities"). The Guarantor further agrees to pay to Snap-on Credit, upon demand, all costs and expenses, including attorneys' fees, paid or incurred by Snap-on Credit in collecting or obtaining payment or performance of any Liabilities or in enforcing Snap-on Credit's rights under or with respect to any agreement or collateral or other security in connection with any Liabilities, or in enforcing this Continuing Unconditional Guarantee (this "Guarantee").

In the event that Company fails to pay, perform or discharge the Liabilities when such Liabilities become due and payable (whether by default, acceleration or otherwise), or in the event of the death, incompetency, dissolution, insolvency or bankruptcy of Company or the Guarantor or the inability of Company to pay its debts as they mature, or in the event of an assignment by Company for the benefit of creditors, or the institution of any proceeding by or against Company alleging that Company is insolvent or unable to pay its debts as they mature, and if such event shall occur at a time when any of the Liabilities may not then be due and payable, the Guarantor agrees to pay to Snap-on Credit, immediately upon demand, the full amount which would be payable hereunder by the Guarantor if all of the Liabilities were then due and payable and to otherwise perform and discharge such Liabilities.

This Guarantee shall be a continuing, absolute and unconditional guarantee, and shall remain in full force and effect until written notice of its discontinuance shall be actually received by Snap-on Credit, and also until any and all of said Liabilities created before receiving such notice of discontinuance shall be fully paid, performed or discharged. The death of the Guarantor shall not terminate this Guarantee until written notice of such death shall have been actually received by Snap-on Credit, and also until all of said Liabilities created before receiving such notice shall be fully paid, performed or discharged.

The liability of the Guarantor under this Guarantee shall not be affected, impaired, reduced, released, limited or modified by any of the following (any or all of which may be done or omitted by Snap-on Credit in its sole discretion and without notice): (a) any act or failure to act by Snap-on Credit with respect to Company, the Liabilities or any collateral or security therefore; (b) any sale, pledge, surrender, compromise, release, renewal, extension, indulgence, alteration, disposition, exchange, change or modification in or of any of the Liabilities (including, without limitation, any renewal note), any collateral or security for the Liabilities or any agreement or instrument relating to the Liabilities; (c) the acceptance, rejection or release by Snap-on Credit of any collateral or security for, any obligor with respect to, or any other guarantee of, any of the Liabilities; (d) any failure, neglect or omission by Snap-on Credit to realize upon any of the Liabilities or upon any collateral or security therefore (including any failure to protect or insure or to perfect any lien on any such collateral or security); (e) the invalidity or unenforceability of or any irregularity with respect to any Liability; (f) the bankruptcy or insolvency of Company or the application to Company or its estate of any provision of the United States Bankruptcy Code or any other bankruptcy or insolvency law; (g) the extension of additional loans, credits or other financial accommodations made to Company without notice to or approval of the Guarantor; (h) any change in Company's name or any merger, acquisition or consolidation involving Company; or (i) any other act or failure to act of any kind by Snap-on Credit, other than the execution and delivery by Snap-on Credit to the Guarantor of a written document clearly and expressly amending, releasing or canceling this Guarantee.

The Guarantor hereby waives: (a) notice of the acceptance of this Guarantee; (b) notice of the existence, creation, extension or modification of any of the Liabilities, any collateral or other security therefore or any agreement relating thereto; (c) demand, presentment, protest and notice of demand, presentment, protest, nonpayment, dishonor or default, and all other notices whatsoever; and (d) all diligence in collection or protection of or realization upon any Liabilities, any obligation of the Guarantor hereunder or any collateral or other security for any of the foregoing.

This Guarantee is a guaranty of payment and not of collection. There shall be no conditions to the obligation of the Guarantor to pay, perform and discharge any Liabilities upon failure by Company to pay, perform or discharge such Liabilities when due (whether at maturity or by declaration, acceleration or otherwise), and Snap-on Credit shall be under no obligation to seek to obtain payment, performance or discharge from Company or any other person or entity or to resort to or seek to realize upon any collateral or any other security or property whatsoever prior to obtaining payment, performance or discharge by the Guarantor on this Guarantee. Snap-on Credit shall have the exclusive right to determine how, when and what application shall be made of any payments and credits on the Liabilities or under this Guarantee.

Until all of the Liabilities are fully paid, performed and discharged, the Guarantor hereby:
(a) assigns to Snap-on Credit as security for the Guarantor's obligations under this Guarantee, and subordinates to the Liabilities, any liabilities, indebtedness and obligations of Company held by or owed to the Guarantor, including any collateral or other security therefore,
(b) assigns to Snap-on Credit, and agrees that Snap-on Credit shall have, a security interest in the following business property, assets, rights and interests of Company or Guarantor (as applicable), whether now owned or existing or hereafter acquired or arising:
(1) Any collateral, including, but not limited to, any goods, equipment, chattel paper, accounts, general intangibles, or any other assets it may now own or hereafter acquire which may constitute Collateral (as such term is defined in (b) (1) through (6), infra), or proceeds of

Collateral of Company or Guarantor (as applicable) for any amounts owed to Snap-on Credit by Company;
(2) All of Company's or Guarantor's (as applicable) Accounts (the term "Accounts" as used herein includes, without limitation, all of Guarantor's accounts receivable arising out of the sale or lease of Inventory or other goods or out of the rendering of services), whether or not specifically assigned to Snap-on Credit;
(3) All of Company's or Guarantor's (as applicable) Inventory (the term "Inventory" as used herein includes, without limitation, all of Company's or Guarantor's goods held for sale or lease or being processed for sale or lease, including all materials, work-in-process, finished goods, supplies and other goods customarily classified as inventory), including Inventory at any time in the possession of any bailee;
(4) All of Company's or Guarantor's (as applicable) business equipment (the "Equipment");
(5) All of Company's or Guarantor's (as applicable) goods, vehicles, (including Company's or Guarantor's van or truck, and to the extent allowed by law without requirement to specify particular VIN numbers of such vehicles) furnishings and fixtures wherever located but only to the extent that such items are used primarily in connection with Company's or Guarantor's (as applicable) Snap-on Business;
(6) All of Company's or Guarantor's (as applicable) cash, negotiable instruments, documents of title, warehouse receipts, chattel paper, general intangibles, securities, leases, contract rights, certificates of deposit, deposit accounts, cash equivalents, interest or dividends on any of the foregoing, insurance claims, patents, trademarks, good will and other property of any kind or description, wherever now or hereafter located, but only to the extent that such items are used primarily in connection with Company's or Guarantor's (as applicable) Snap-on Business; and

Without limiting the foregoing, all substitutions, renewals, improvements and replacements of, and additions and accessions to, the foregoing, and all products and proceeds of the foregoing, including, without limitation, all of the proceeds in any form of Company's or Guarantor's (as applicable) Accounts and Inventory, whether specifically assigned to Snap-on Credit or not. Notwithstanding the foregoing, if Guarantor is an individual, Guarantor's residence, personal, family or household goods and assets not related to or used primarily in connection with Company's or Guarantor's (as applicable) Snap-on Business are specifically excluded from the definition of "Collateral." The terms used herein to identify the Collateral shall have the respective meanings assigned to such terms as of the date hereof in the Uniform Commercial Code, as amended, in effect in the state listed in the introductory paragraph as Company's address (the "UCC"). The security interest granted hereby shall continue to attach to the Collateral notwithstanding any sale, exchange or other disposition of the Collateral by Company or Guarantor (as applicable), except for Inventory sold in the ordinary course of business. The security interest herein granted is to secure the payment of all of Guarantor's obligations to guarantee payment and/or performance to Snap-on Credit of all of the Liabilities; all costs and expenses, including attorneys' fees, paid or incurred by Snap-on Credit in collecting or obtaining payment or performance of any Liabilities or in enforcing Snap-on Credit's rights under or with respect to any agreement or collateral or other security in connection with any Liabilities, or in enforcing this Guarantee and the performance of all of Guarantor's obligations to Snap-on Credit hereunder; and any and all other obligations of Company or Guarantor to Snap-on Credit of every kind and description, direct or indirect, absolute or contingent, due or about to become due, now existing or hereafter arising.
(c) waives any rights that the Guarantor may have against Company or with respect to the Liabilities or any collateral or other security therefore by reason of any one or more payments or acts in compliance with the obligations of the Guarantor under this Guarantee.

Snap-on Credit may, without notice, sell, assign or transfer all or any of the Liabilities and, in such event, each and every immediate and successive assignee, transferee or holder of, or any participant in, any of the Liabilities shall have the rights, powers and benefits granted to Snap-on Credit in this Guarantee, including the right to enforce this Guarantee by suit or otherwise.

In the event that a claim (a "repayment claim") shall be made upon Snap-on Credit at any time for repayment of any amount received by Snap-on Credit in payment of any of the Liabilities, whether received from Company or the Guarantor, or received as the proceeds of collateral, or otherwise, by reason of: (a) any judgment, decree or order of any court or administrative body having jurisdiction over Snap-on Credit or any of its property; or (b) any settlement or compromise of any such repayment claim effected by Snap-on Credit with the claimant (including Company), the Guarantor shall remain liable to Snap-on Credit for any amount repaid pursuant thereto to the same extent as if such amount had never originally been received by Snap-on Credit, notwithstanding any termination hereof or the cancellation of any note or other instrument evidencing any of the Liabilities.

Mediation. Except as otherwise provided in the provisional remedies below the parties agree to attempt to resolve any controversy or disputes arising out of or relating to this Guarantee including, but not limited to by non-binding mediation prior to any matter being submitted to arbitration. This provision applies only to controversies and disputes that are specific to Franchisee, or any person in privity with or claiming through, on behalf of or in the right of Franchisee and not to issues that affect Snap-on franchisees generally. Any such mediation will be held within 60 days after a demand for mediation is made by either party by notice to the other party. The mediation will be conducted in the state in which Franchisee resides or a mutually agreeable location. The mediator will be mutually agreed upon by the Franchisee and Snap-on Credit, and Snap-on Credit will pay the costs of the mediator and for the location at which the mediation takes place.

The parties acknowledge that mediation proceedings are settlement negotiations and that to the extent allowed or required by applicable law, all offers, promises, conduct and statements, whether oral or written, made in the course of the mediation will be confidential and inadmissible in any arbitration, litigation or other legal proceeding involving the parties, provided however, that evidence which is otherwise admissible or discoverable will not be rendered inadmissible or nondiscoverable as a result of its use in mediation.

Arbitration. Except as otherwise provided in the provisional remedies below, any controversy or dispute arising out of or relating to this Guarantee including, but not limited to, any claim by Guarantor, or any person in privity with or claiming through, on behalf of or in the right of Guarantor, concerning the entry into, performance under, or termination of, this Guarantee; any claim against a past or present employee, officer, director, agent or affiliate of Snap-on Credit; any claim of breach of this Guarantee or any agreement between the parties or their respective affiliates (whether existing before or after this Guarantee); and any claims arising under state or federal laws, including any statutes, rules, or regulations, will be submitted to final and binding arbitration as the sole and exclusive means for final and binding resolution of any such controversy or dispute unless prohibited under applicable state law. Persons in privity with or claiming through, on behalf of or in the right of Franchisee include, but are not limited to, spouses and other family members, heirs, executors, representatives, shareholders, members, successors and assigns. In no event will
persons in privity include other Snap-on franchisees who have signed separate franchise agreements with Snap-on Credit.

A party's failure or refusal to resolve the controversy or dispute through mediation under mediation provision above will not otherwise affect either party's obligation to arbitrate the dispute or controversy under this arbitration provision. A demand for arbitration must be made in writing within the applicable statute of limitation period; otherwise, the right to any remedy will be forever barred, as provided by applicable law and determined by the arbitrator.

Notwithstanding any other provision of this Agreement, arbitration under this arbitration provision will be governed exclusively by the Federal Arbitration Act as amended (9 U.S.C. §§ 1 et seg.), and arbitration will take place according to the Commercial Arbitration Rules of the American Arbitration Association ("AAA Rules") in effect as of the date the demand for arbitration is filed. The AAA Rules may be found on the American Arbitration Association's web site at www.adr.org or by searching for those rules using a service such as www.google.com. The arbitration will be held at the office of the American Arbitration Association nearest the Snap-on Regional Sales Office to which Franchisee was assigned most recently prior to the demand for arbitration; provided, however, if such office is outside the state in which the Franchisee resides, Franchisee may cause the arbitration to be held within Franchisee's state of residence at a place mutually convenient to the parties and the arbitrator.

The arbitration will proceed before a single arbitrator. The arbitrator will be chosen in accordance with the AAA Rules. If the amount claimed by the party filing for arbitration both in the original demand for arbitration and in any amendment is less than Seventy-five Thousand Dollars ( $\$ 75,000.00$ ), Snap-on Credit will pay the fees and expenses of the arbitrator and filing fees and costs charged by the American Arbitration Association up to a maximum of Seven Thousand Five Hundred Dollars ( $\$ 7,500.00$ ). Any amount in excess of Seven Thousand Five Hundred Dollars $(\$ 7,500.00)$ will be split equally by the parties. If the amount of the claim filed either in the original demand for arbitration or by amendment is for Seventy-five Thousand Dollars ( $\$ 75,000.00$ ) or more, the parties agree to split equally the fees and expenses of the arbitrator and the filing fees and costs charged by the American Arbitration Association. If Franchisee demonstrates that it is unable to pay its portion of these fees, expenses or costs, then the fees, expenses or costs will be reapportioned by the arbitrator in accordance with applicable law.

Unless otherwise agreed by the parties or ordered by the arbitrator, following a party's motion for additional discovery, pre-hearing discovery in any arbitration is limited to the following: (1) production of all documents that will be introduced at the hearing; (2) production of written or recorded statements that a party intends to introduce at the hearing; (3) production of all documents relied upon by experts who will testify at the hearing; (4) production by Franchisee of tax returns filed by Franchisee (including tax returns for a significant owner of a Corporate Franchisee) for the last three (3) tax years; (5) production by Snap-on Credit of Franchisee's statements of account balance with Snap-on Credit for three (3) years prior to the filing of the arbitration; and (6) not more than two depositions per side.

Each party further agrees that, unless such a limitation is prohibited by applicable law, as determined by the arbitrator, a party will not be liable for punitive or exemplary damages and the arbitrator will have no authority to award the same. The award or decision by the arbitrator will be final and binding on the parties and may be enforced by judgment or order of a court of competent jurisdiction. The parties consent to the exercise of personal jurisdiction in the state where the arbitration took place. The parties consent to the exercise of personal jurisdiction over them by such courts for the purpose of carrying out this provision; and they waive any objections that they would otherwise have to the same.

The parties agree to arbitrate only controversies and disputes that are specific to Franchisee, or any person in privity with or claiming through, on behalf of or in the right of, Franchisee, and therefore Franchisee and Snap-on Credit agree that (i) arbitration under this arbitration provision will be brought on an individual basis only and may not be brought as a class or consolidated action or by way of joinder of separate parties unless all parties otherwise agree in writing, and absent such written agreement (ii) there will be no right or authority for any controversy or dispute to be brought, heard or arbitrated as a class or consolidated action or by way of joinder of separate parties ("Class/Consolidated Action Waiver"). Notwithstanding any other provision of this Agreement or the AAA Rules, disputes regarding the validity, enforceability or breach of the Class/Consolidated Action Waiver may be resolved only by a civil court of competent jurisdiction and not by an arbitrator. No finding or stipulation of fact or law in any other arbitration shall be given preclusive or collateral estoppel effect in any arbitration hereunder. In no event shall the arbitrator have the right, power, jurisdiction or contractual authority to award any damages or relief in excess of or in addition to those damages suffered specifically by the parties to the arbitration or as otherwise provided by applicable law or this Agreement.

In any case in which (1) the dispute is filed as a class or consolidated action or by way of joinder of separate parties and (2) there is a final judicial determination that all or part of the Class/Consolidated Action Waiver is invalid or unenforceable, the class, consolidated action or joinder of separate parties to that extent must be litigated in a civil court of competent jurisdiction, but the portion of the Class/Consolidated Action Waiver that is enforceable will be enforced in arbitration.

In addition, in the event any other provision in this arbitration provision is determined to be invalid or unenforceable as a matter of law, then it is the intention of the parties to this Agreement that such provision be deemed inoperative and stricken from this Agreement, and that the remainder of this arbitration provision, to the extent not legally invalid or unenforceable under applicable law, be enforced as written as if the invalid or unenforceable provision or provisions had not been included in this arbitration provision.

BY SIGNING BELOW, THE PARTIES AGREE THAT THEY ARE REQUIRED TO ARBITRATE CERTAIN DISPUTES AND CLAIMS AS SET FORTH IN THIS SECTION AND ARE LIMITED IN THE MANNER IN WHICH THEY CAN SEEK RELIEF, INCLUDING THAT THEY EACH SPECIFICALLY WAIVE THEIR RIGHT TO BRING SUCH CLAIMS IN A COURT OF LAW AND TO HAVE A TRIAL BY JURY.

Provisional Remedies. Each party shall have the right to seek from an appropriate court provisional remedies including, but not limited to, temporary restraining orders, preliminary injunctions or replevin orders before, during or after arbitration. Neither party need await the outcome of the arbitration or selection of an arbitrator before seeking provisional remedies. Seeking any such remedies will not be deemed to be a waiver of either party's right to compel arbitration. Any such action will be brought by Snap-on Credit or Franchisee in the county (or similar political unit) or federal judicial district where Franchisee resides, or where any property that may be the subject of the action is located. The parties consent to the exercise of personal jurisdiction over them by courts located there and to the propriety of venue in such courts for the purpose of carrying out this provision; they waive any objections that they would otherwise have to the same; and they waive the right to have any such action decided by a jury.

This Guarantee shall be deemed to have been delivered and made and shall be interpreted and the rights and liabilities of the parties hereto determined in accordance with the laws (without regard to the conflicts of laws provisions) of the State of Illinois in which the Snap-on Credit's office is
located, except to the extent the Federal Arbitration Act governs the provisions of any arbitration agreement herein. Whenever possible, except as otherwise provided above, each provision of this Guarantee shall be interpreted in such manner as to be effective and valid under applicable law, but if any provision of this Guarantee shall be prohibited by or invalid under applicable law, such provision shall be ineffective to the extent of such prohibition or invalidity, without invalidating the remainder of such provision or the remaining provisions of this Guarantee. This Guarantee shall be binding upon the Guarantor and upon the heirs, legal representatives and successors of the Guarantor, and shall inure to the benefit of Snap-on Credit, its legal representatives, successors and assigns.

If this Guarantee (including any counterpart hereof) is signed by more than one Guarantor, the liability of each Guarantor shall be joint and several, and each reference herein to the Guarantor shall be deemed to refer to each such Guarantor. In furtherance and not in limitation of the rights and remedies of Snap-on Credit hereunder or at law, Snap-on Credit may proceed under this Guarantee against any or all Guarantors in its absolute and sole discretion for any Liabilities or other obligations of Company arising hereunder. No release, discharge or modification of the obligations of, or the collateral provided by, any party liable on this Guarantee shall affect the obligations of any other party on this Guarantee.

IN WITNESS WHEREOF, the undersigned has caused this Guarantee to be executed and delivered:
(Individual Signature of Guarantor)
Printed Name: $\qquad$ , an individual

Dated

| LESSOR | LESSEE |  |
| :--- | :--- | :--- |
| Name: <br> Address: <br> Snap-on Credit LLC <br> 950 Technology Way <br> Libertyville, IL 60048 | Name: <br> Address: |  |
| DESCRIPTION OF VEHICLES | Model/Body Type |  |
| Year / Make |  |  |

Lessee hereby acknowledges receipt in good condition of all the Vehicles listed above and in any schedule made a part hereof, accepts the same in accordance with the above-described Lease between Lessor and Lessee, and agrees that Lessor has fully and satisfactorily performed all covenants and conditions to be performed by it under the Lease. Lessee and Lessor hereby acknowledge and agree that the above-described Lease is hereby amended as follows:

1. DELIVERY DATE. Lessee acknowledges that the Vehicle(s) were delivered to Lessee as dated below.
2. AMENDMENTS. Lessee hereby acknowledges and agrees that neither the Lease nor this Acceptance Certificate may be amended, rescinded, modified, waived or extended, except in a writing signed by each of Lessee and Lessor.
3. WEAR AND TEAR SPECIFICATIONS UPON RETURN. The following listed specifications are to be interpreted as reasonable wear and tear requirements and any exceptions thereto shall be considered damage for the purposes of the Lease. Lessee is responsible for the repair of damage to the Vehicles not meeting these requirements before returning the Vehicles to Lessor at Lessee's cost, to the location to be designated by Lessor.
Tires: to have not less than one-half of the original manufacturer's tread depth specifications when sold as new. Recaps or damaged side walls are not acceptable on the front. Vehicles returned with unacceptable tires will be charged the cost of new and acceptable tires.
Brakes: to be operating in a safe condition and in any event brake pads not less than $50 \%$ of original specifications when new.
Engine: including cooling system must be functional and running normally. Cracked block or engine, rod or bearing knocks are not acceptable.
Power and Mechanical Accessories: all such items must be fully operating in a functional manner, including but not limited to batteries, heating/air systems, lift gates (including any remotes and shoreline adaptor), power inverter(s) or other power assist or power adaption equipment (Note: if your van has/had a generator, this includes any generators that were a part of your vehicle at the time you accepted it or if installed thereafter).
Interior: Interior should meet original manufacture specifications with original equipment (or appropriately specified replacements) and be fully functional, including but not limited to: layout, displays and sales aids, shelving/racks/ pegboard, lacing (intact), power tool adapters, alarm, lights, keys, key fob remote, power systems, E-track straps, safety equipment (wheel chock, passenger jump seat, etc.) and similar types of items.
Body Exterior: must be free from scratches, dings, accident or wind damage, significant corrosion (that in Snapon's reasonable opinion would have to be repaired in order to meet the requirements of the Snap-on Program), and all decals/logos must be current and in good condition sufficient to meet the requirements of the Snap-on Program. Window Glass: must be free from cracks, pitting, and rock chips, sandblasting damage or wiper scratches.

This Lease shall not be binding upon Lessor unless Lessor accepts the same in writing. Note: The undersigned Lessee represents and warrants that it has read all documents which are part of this Lease, that it is fully aware of all the terms and conditions contained herein and therein, that all required action has been taken and that all documentation has been authorized to be executed by the following signatories:

Do not sign this document unless you have taken delivery of the aforementioned Vehicle.

LESSEE:
By:
Title:
Date: $\qquad$

## APPENDIX I. 7

## shapenn Creafit

## VAN MAINTENANCE AGREEMENT

This Agreement is made by and between Snap-on Credit LLC, a Delaware limited liability company ("Snap-on Credit") and the undersigned Franchisee ("Franchisee") with respect to the following Van:

| Year / Make | Model/Body Type | Vehicle I.D. | Vehicle Supplier |
| :---: | :---: | :---: | :---: |
|  |  |  |  |

## RECITALS

WHEREAS, Franchisee is an authorized franchisee of Snap-on Tools Company LLC and has been approved by Snap-on Credit or another Leasing Company for participation in the Franchise Finance Program and/or the Van Leasing Program; and

WHEREAS, as a condition of approval, the Franchise Finance Program and/or the Snap-on Credit Van Lease Program and/or Lease require Franchisee to participate in a Van Maintenance Program facilitated by Snap-on Credit in order to provide records of Franchisee's compliance with the maintenance requirements under the Lease; and

WHEREAS, Franchisee recognizes and acknowledges the benefit to the Franchisee of having a Van Maintenance Program which provides a method for regular inspection and maintenance of Franchisee's leased van and record retention of any maintenance.

NOW THEREFORE, based upon the premises contained herein and for other good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, the parties agree as follows:

1. Definitions. As used in this Agreement the following terms shall have the meanings set forth or as referenced below:
a. "Account Balance" means the total sum paid by Franchisee pursuant to Paragraph 2(a) less any amounts paid out pursuant to Paragraphs 2(c) and 2(d).
b. "Administrator" means the entity designated by Snap-on Credit as the Van Maintenance Program Administrator from time to time.
c. "Agreement" means this Van Maintenance Agreement.
d. "Franchisee" means an individual or corporation authorized by Snap-on as an independent dealer or franchisee.
e. "Franchise Finance Program" means the Financing Program made available by Snapon Credit through which qualifying franchisees are able to obtain financing of a portion of their initial investment from Snap-on Credit.
f. "Lease" means an Agreement between a Franchisee and Snap-on Credit or another third-party leasing company governing the lease of the Van.
g. "Leasing Company" means the company which is the lessor on the Lease.
h. "Maintenance Fee" has the meaning set forth in Paragraph 2(a).
i. "Snap-on" means Snap-on Tools Company LLC, and its parents, successors and assigns.
j. "Van" means a display van as identified on page one of this Agreement, or any substitutions thereto, that meets the specifications of the Franchise Finance Program or Snap-on.
k. "Van Maintenance Vendor" means the garage or vehicle dealership which provides regular maintenance service to the Van, that has been approved by the Administrator.

## 2. Obligations of Franchisee.

a. Each week during the term of the Lease, Franchisee shall pay to Snap-on Credit the sum of Seventy-Five dollars (\$75.00) per week or such other amount as may be agreed to by the parties (the "Maintenance Fee"). This weekly Maintenance Fee shall be paid to Snapon Credit by weekly direct debit (withdrawal) of Franchisee's bank account, pursuant to instructions duly executed by Franchisee and delivered to Franchisee's bank. Such withdrawal shall be due on the same day that Snap-on Credit withdraws the weekly payment under the Lease and ACH Agreement between Franchisee and Snap-on Credit. In the event Franchisee refuses to enter into or otherwise terminates the ACH arrangement, Franchisee shall pay the Maintenance fee monthly in advance, in the amount of Three Hundred Twenty Five dollars (\$325.00) on the first day of each month. Snap-on Credit shall periodically forward such funds to the Administrator, who shall administer the funds pursuant to the terms and conditions of this Agreement specifically designating an account identifying the Franchisee, the Lease and the Van. The funds may be commingled with other funds of either Snap-on Credit or the Leasing Company or the Administrator. The funds may be forfeited if Franchisee breaches the Lease or terminates his Lease in advance of the scheduled Lease termination date and does not exercise the lease purchase option at the end of the lease term. The funds may not be used by Franchisee to pay a termination fee or early purchase option fee without Snap-on Credit's prior written permission.
b. Within ten (10) days of delivery of the Van, Franchisee shall notify the Administrator of the Franchisee's Van Maintenance Vendor which shall be a vendor providing regular maintenance to the Van selected at Franchisee's discretion, subject to approval by the Administrator, which approval shall not be unreasonably withheld.
c. On a quarterly basis, Franchisee shall arrange to have the Van inspected and the oil and filter changed by the Van Maintenance Vendor and shall forward to the Administrator the statement from the Van Maintenance Vendor for payment. At least once a year, or more often as required in writing by Snap-on Credit, the Administrator shall supply the Van Maintenance Vendor with an inspection report to be completed and returned to the Administrator. Upon Administrator's receipt of proof of payment of the oil and filter change or the invoice from the Van Maintenance Vendor or the completed inspection report, the Administrator shall pay the Van Maintenance Vendor or reimburse Franchisee, the lesser
of: (i) the Account Balance of the Maintenance Fee collected from Franchisee, or (ii) the amount shown in the Van Maintenance Vendor's invoice. Franchisee shall be responsible for any payments owed to the Van Maintenance Vendor or other third party vendors which are not paid by the Administrator.
d. In addition to the oil and filter change and inspections, the Administrator may pay or reimburse for repairs it approves in its sole discretion. Following any repair or maintenance, whether provided by the Van Maintenance Vendor or other service provider, Franchisee shall forward to the Administrator copies of the repair order and receipt. Customization work and repairs arising out of accidents or damage which are routinely covered by insurance shall not be paid out of the Maintenance Fee or Account Balance. Franchisee shall be responsible for any payments owed to the Van Maintenance Vendor or other third party vendors which are not paid by the Administrator.
e. If the amount of the Maintenance Fee collected from Franchisee exceeds the amount paid by the Administrator to the Van Maintenance Vendor, Snap-on Credit shall retain any excess until same is paid in accordance with this Paragraph 2 and/or Paragraph 3 below.

## 3. Administrator's Obligations.

a. The Administrator shall maintain copies of all maintenance records provided to the Administrator by Franchisee. Upon request from the Franchisee and with reasonable notice, the Administrator shall provide the Franchisee with copies of all maintenance records. Requests for copies of records shall be limited to a reasonable number.
b. The Administrator shall pay, upon receipt from the Franchisee and Snap-on Credit, the Van Maintenance Vendor's quarterly statement for an oil change and inspection of the Van up to the amount of funds paid to the Administrator or Snap-on Credit by Franchisee as the Maintenance Fee.
c. In the event the Lease is terminated prior to its scheduled termination date with the consent of Snap-on Credit, so long as Franchisee is not in default of, or in process of terminating, any agreement with Snap-on Credit or Snap-on and if Franchisee does not exercise the option to purchase the Van early, the Account Balance of the Maintenance Fees held by the Administrator or Snap-on Credit shall be: (i) first, paid to Snap-on Credit to pay for any out-of-pocket costs incurred by Snap-on Credit as a result of the early termination of the lease, (ii) second, paid to the Leasing Company to pay any costs associated with refurbishing the Van for subsequent sale or lease to others; (iii) third, retained by the Administrator or Snap-on Credit and held for subsequent lessees of the Van identified in the Lease, provided however that if the Van is sold rather than leased, any remainder will be forwarded to Franchisee instead of being retained by the Administrator under this subsection 3 (c) (iii).
d. In the event of a default by Franchisee under the Van Lease or any Franchise Finance Program Loan, or in the event Franchisee is terminating Franchisee's Snap-on Franchise, then, in the sole discretion of Snap-on Credit, the Administrator shall forward as much of the Account Balance of the Maintenance Fees as needed (i) first, to the Leasing Company (or its agent), to pay the Leasing Company for any other amounts owing, due, or to become due under the Lease (including, but not limited to, any rent, taxes, termination or other charges specified in the Lease) or any amounts due under any other agreement between the Leasing Company and the Franchisee; (ii) second, paid to Snap-on Credit to pay for any
out-of-pocket costs incurred by Snap-on Credit as a result of the early termination of the lease, (iii) third, paid to the Leasing Company to pay any costs associated with refurbishing the Van for subsequent sale or lease to others; (iv) fourth, to Snap-on Credit, to pay any amounts owed by the Franchisee to Snap-on Credit; (v) fifth, to Snap-on to pay any amounts owed by Franchisee to Snap-on; and (vi) finally, any remainder to be retained by the Administrator and held for subsequent lessees of the Van identified in the Lease, provided however, that if the Van is sold rather than leased, any remainder will be forwarded to Franchisee instead of being retained by the Administrator under this subsection 3 (d) (iv).
e. In the event the Lease is terminated prior to its scheduled termination date and if Franchisee does exercise the option to purchase the van in full and satisfies all lease obligations (including any end of term purchase option) and is not otherwise in default of, or is terminating any agreement with Snap-on Credit, the remaining Account Balance after such purchase, if any, may be forwarded to franchisee upon Snap-on Credit's confirmation of release.
f. The costs to refurbish shall be determined at the sole discretion of Leasing Company.
g. Neither the Administrator, Snap-on Credit nor any Leasing Company shall be obligated to accrue or pay interest on the Maintenance Fee retained during the term of the Lease and/or during the period in which the Van is being refurbished.
4. Leasing Company Beneficiary. The parties acknowledge that if the Leasing Company is not Snap-on Credit, then it is a third party beneficiary to this Agreement and to the rights and benefits of Snap-on Credit under this Agreement. Snap-on Credit may assign its rights and obligations under this Agreement to the Leasing Company at its sole discretion.

## 5. General Matters.

a. Nothing in this Agreement shall be construed to relieve Franchisee of Franchisee's obligations under the Lease or to relieve Franchisee of Franchisee's obligations to maintain the Van in accordance with the terms of the Lease.
b. Franchisee acknowledges the right of the Administrator to distribute maintenance records to Snap-on Credit and the Leasing Company, and to provide information regarding the condition of the Van to Snap-on Credit and the Leasing Company.
c. All notices permitted or required by this Agreement shall be in writing and shall be personally delivered, mailed by first class mail, or transmitted by facsimile to the respective party at the address listed below the signatures of the party unless and until a different address or facsimile telephone number has been designated by written notice to the other party. Snap-on Credit shall notify Franchisee of changes to the Administrator as provided under this Paragraph 5(c).
d. This Agreement contains the entire understanding and agreement between the parties and supersedes all prior or contemporaneous written or oral agreements and understandings relating to the subject matter hereof. Neither party is entitled to rely on any representation of any officer, employee or agent of the other party which is not expressly set forth in this Agreement. This Agreement may not be modified except by writing evidencing such a modification and signed by both parties.
e. Any failure by any party to enforce at any time any term or condition under this Agreement shall not be construed as a waiver of that party's right thereafter to enforce each and every term and condition of this Agreement.
f. In addition to the severability as provided in Section 5(i) below, the provisions of this Agreement shall be considered severable. If for any reason any provision of this Agreement, including, but not limited to, any provision relating to the termination of this Agreement, shall be deemed, by a court of competent jurisdiction, to be legally invalid or unenforceable in any jurisdiction to which it applies, the validity of the remainder of the Agreement shall not be affected, and that provision shall be deemed modified to the minimum extent necessary to make that provision consistent with applicable law, and in its modified form, that provision shall then be enforceable and enforced.
g. Except to the extent that the Federal Arbitration Act shall apply in accordance with Section 5(i) below, this Agreement, shall be governed by, and interpreted in accordance with the laws (other than the conflict of laws rules) of the State of Illinois, including all matters of construction, validity, enforcement and performance.
h. The language of this Agreement shall be construed as a whole and in accordance with the fair meaning of the language used. The language of this Agreement shall not be strictly construed for or against either of the parties hereto based upon who drafted or was principally responsible for drafting the Agreement or any specific term of condition hereof. This Agreement shall be deemed to have been drafted by each party hereto, and no party may urge otherwise.

## i. Alternative Dispute Resolution

(1) Mediation. Except as otherwise provided below in Section 5(i)(3), the parties agree to attempt to resolve any controversy or dispute arising out of, or relating to this Agreement or Franchisee's relationship with Snap-on Credit, or the termination of this Agreement, including, but not limited to, any claim by Franchisee, or any person in privity with or claiming through, on behalf of or in the right of Franchisee must be submitted to non-binding mediation prior to any matter being submitted to arbitration. This provision applies only to controversies and disputes that are specific to Franchisee, or any person in privity with or claiming through, on behalf of or in the right of Franchisee and not to issues that affect Snapon franchisees generally. Any such mediation will be held within 60 days after a demand for mediation is made by either party by notice to the other party. The mediation will be conducted in the state in which Franchisee resides or a mutually agreeable location. The mediator will be selected by mutual agreement between the parties, and Snap-on Credit will pay the costs of the mediator and location at which the mediation takes place.

The parties acknowledge that mediation proceedings are settlement negotiations and that to the extent allowed or required by applicable law, all offers, promises, conduct and statements, whether oral or written, made in the course of the mediation will be confidential and inadmissible in any arbitration, litigation or other legal proceeding involving the parties, provided however, that evidence which is otherwise admissible or discoverable will not be rendered inadmissible or non-discoverable as a result of its use in mediation.
(2) Arbitration. Except as otherwise provided in Section 5(i)(3), any controversy or dispute arising out of, or relating to this Agreement, Franchisee's franchise business or Franchisee's relationship with the other parties, including but not limited to, any claim by

Franchisee, or any person in privity with or claiming through, on behalf of or in the right of Franchisee, concerning the entry into, performance under, nonrenewal of, or termination of, this Agreement; any claim against a past or present employee, officer, director, agent or affiliate of Snap-on Credit; any claim of breach of this Agreement; and any claims arising under or relating to state or federal laws, including the common law (for example, tort or contract claims), or any statutes, rules, or regulations, shall be submitted to final and binding arbitration as the sole and exclusive means for final and binding resolution of any such controversy or dispute unless prohibited under applicable state law. Persons in privity with or claiming through, on behalf of or in the right of Franchisee include, but are not limited to, spouses and other family members, heirs, executors, representatives, shareholders, members, successors and assigns. In no event shall persons in privity include other Snapon franchisees who have signed separate franchisee servicing agreements with Snap-on Credit or separate franchise agreements with Snap-on.

A party's failure or refusal to resolve the controversy or dispute through mediation under Section 5(i)(1) shall not affect either party's obligation to arbitrate the dispute or controversy under this Section 5 (i)(2). A demand for arbitration must be made within the applicable statute of limitation period; otherwise, the right to any remedy shall be forever barred, as provided by applicable law and determined by the arbitrator.

Notwithstanding any other provision of this Agreement, arbitration under this Section 5(i) shall be governed exclusively by the Federal Arbitration Act as amended (9 U.S.C. §§ 1 et seg.),, and arbitration shall take place according to the Commercial Arbitration Rules of the American Arbitration Association ("AAA Rules") in effect as of the date the demand for arbitration is filed. The AAA Rules may be found on the American Arbitration Association's web site at www.adr.org or by searching for those rules using a service such as www.google.com. The arbitration shall be held at the office of the American Arbitration Association nearest the Snap-on Regional Sales Office to which Franchisee was assigned most recently prior to the demand for arbitration; provided, however, if such office is outside the state in which the Franchisee resides, Franchisee may cause the arbitration to be held within Franchisee's state of residence at a place mutually convenient to the parties and the arbitrator.

The arbitration shall proceed before a single arbitrator. The arbitrator shall be chosen in accordance with the AAA Rules. If the amount claimed by the party filing for arbitration both in the original demand for arbitration and in any amendment is less than Seventy-five Thousand Dollars ( $\$ 75,000.00$ ), Snap-on Credit shall pay the fees and expenses of the arbitrator and filing fees and costs charged by the American Arbitration Association up to a maximum of Seven Thousand Five Hundred Dollars (\$7,500.00). Any amount in excess of Seven Thousand Five Hundred Dollars $(\$ 7,500.00)$ will be split equally by the parties. If the amount of the claim filed either in the original demand for arbitration or by amendment is for Seventy-five Thousand Dollars ( $\$ 75,000.00$ ) or more, the parties agree to split equally the fees and expenses of the arbitrator and the filing fees and costs charged by the American Arbitration Association. If Franchisee demonstrates that it is unable to pay its portion of these fees, expenses or costs, then the fees, expenses or costs shall be reapportioned by the arbitrator in accordance with applicable law.

Unless otherwise agreed by the parties or ordered by the arbitrator, following a party's motion for additional discovery, pre-hearing discovery in any arbitration is limited to the following: (1) production of all documents that will be introduced at the hearing; (2) production of written or recorded statements that a party intends to introduce at the hearing;
(3) production of all documents relied upon by experts who will testify at the hearing; (4) production by Franchisee of tax returns filed by Franchisee (including tax returns for a significant owner of Franchisee if the Franchisee is a corporation or limited liability company) for the last three (3) tax years; (5) production by Snap-on Credit of Franchisee's statements of Lease account balance(s) with Snap-on Credit for three (3) years prior to the filing of the arbitration (6) Production of records maintained by Administrator with respect to Franchisee for three (3) years prior to the filling of the arbitration; and (7) not more than two depositions per side.

Each party further agrees that, unless such a limitation is prohibited by applicable law, as determined by the arbitrator, a party shall not be liable for punitive or exemplary damages and the arbitrator shall have no authority to award the same. The award or decision by the arbitrator shall be final and binding on the parties and may be enforced by judgment or order of a court of competent jurisdiction. The parties consent to the exercise of personal jurisdiction in the state where the arbitration took place. The parties consent to the exercise of personal jurisdiction over them by such courts for the purpose of carrying out this provision; and they waive any objections that they would otherwise have to the same.

The parties agree to arbitrate only controversies and disputes that are specific to Franchisee or any person in privity with or claiming through, on behalf of or in the right of Franchisee, and therefore Franchisee and Snap-on Credit agree that (x) arbitration under this Section 5 (i) shall be brought on an individual basis only and may not be brought as a class or consolidated action or by way of joinder of separate parties unless all parties otherwise agree in writing, and absent such written agreement (y) there will be no right or authority for any controversy or dispute to be brought, heard or arbitrated as a class or consolidated action or by way of joinder of separate parties ("Class/Consolidated Action Waiver"). Notwithstanding any other provision of this Agreement or the AAA Rules, disputes regarding the validity, enforceability or breach of the Class/Consolidated Action Waiver may be resolved only by a civil court of competent jurisdiction and not by an arbitrator. No finding or stipulation of fact or law in any other arbitration shall be given preclusive or collateral estoppel effect in any arbitration hereunder. In no event shall the arbitrator have the right, power, jurisdiction or contractual authority to award any damages or relief in excess of or in addition to those damages suffered specifically by the parties to the arbitration or as otherwise provided by applicable law or this Agreement.

In any case in which (1) the dispute is filed as a class or consolidated action or by way of joinder of separate parties and (2) there is a final judicial determination that all or part of the Class/Consolidated Action Waiver is invalid or unenforceable, the class, consolidated action or joinder of separate parties to that extent must be litigated in a civil court of competent jurisdiction, but the portion of the Class/Consolidated Action Waiver that is enforceable shall be enforced in arbitration.

In addition, in the event any other provision in this Section 5(i) is determined to be invalid or unenforceable as a matter of law, then it is the intention of the parties to this Agreement that such provision be deemed inoperative and stricken from this Agreement, and that the remainder of this Section 5(i), to the extent not legally invalid or unenforceable under applicable law, be enforced as written and as if the invalid or unenforceable provision or provisions had not been included in this Section 5(i).

## BY SIGNING BELOW, THE PARTIES AGREE THAT THEY ARE REQUIRED TO ARBITRATE CERTAIN DISPUTES AND CLAIMS AS SET FORTH IN THIS SECTION (i)

## AND ARE LIMITED IN THE MANNER IN WHICH THEY CAN SEEK RELIEF, INCLUDING THAT THEY EACH SPECIFICALLY WAIVE THEIR RIGHT TO BRING SUCH CLAIMS IN A COURT OF LAW AND TO HAVE A TRIAL BY JURY.

(3) Provisional remedies. Each party shall have the right to seek from an appropriate court provisional remedies including, but not limited to, temporary restraining orders, preliminary injunctions or replevin orders before, during or after arbitration. Neither party need await the outcome of the arbitration or selection of an arbitrator before seeking provisional remedies. Seeking any such remedies shall not be deemed to be a waiver of either party's right to compel arbitration. Any such action shall be brought by Snap-on Credit or Franchisee in the county (or similar political unit) or federal judicial district where Franchisee resides, or where any property that may be the subject of the action is located. The parties consent to the exercise of personal jurisdiction over them by courts located there and to the propriety of venue in such courts for the purpose of carrying out this provision; they waive any objections that they would otherwise have to the same; and they waive the right to have any such action decided by a jury.

## FRANCHISEE:

[CORPORATE NAME]
By:
Print
Name: $\qquad$
Title
Date: $\qquad$

## Acknowledgement of

 Administrator: $\qquad$By:
Title:
Date: $\qquad$

## Easy and Convenient Payment Method <br> Automated Payment Plan to Vehicle Lease Agreement

Sign the form below and ATTACH AN UNSIGNED AND VOIDED CHECK from this account to assist us in verifying data.
I (we) (hereafter, the "Account Holder") authorize Snap-on Credit LLC hereafter called (SOC"), to initiate debit entries to my (our) account as indicated on the attached voided check or set forth below (the "Account"). Account Holder authorizes the financial institution named on the attached voided check, or otherwise identified below, hereafter called "Bank", to honor entries initiated by SOC and debit the same to such Account and/or to correct any errors. This authority is to remain in force and effect until the schedule of payments is completed or until SOC and/or Bank have received notification of its termination. To terminate this authority, Account Holder must call or write Bank, or call or write SOC at 1-888-846-8122 or the address shown below, in time to receive the request 3 business days or more before the payment is scheduled to be made. If Account Holder calls the Bank, they may also require the request be made in writing and to provide it within 14 days of the call.

Account Holder hereby authorizes Bank to pay and charge to the Account, electronic fund transfers or other forms of preauthorized check or withdrawal order transfers initiated by SOC and its assigns to its own order in the amount of the Weekly Deduction set forth below or in such other authorized amounts as may be due from time to time, which may be more than the weekly Deduction and may include interest or fees charged to my account. If SOC charges the Account authorized amounts in excess of the authorized Weekly Deduction, SOC will tell Account Holder 10 days before each payment, when it will be made and how much it will be.

Account Holder understands that regardless of this Direct Debit authorization, liability to SOC and its assigns continues for any sums due under any agreement with them which are not otherwise available for automatic withdrawal from the Account. In addition, should the Bank assess any charges, fees, or penalties due it as a result of SOC's withdrawal requests from the Account for the purposes set forth in this Agreement, or should SOC assess fees and charges to my account (such as late fees or NSF fees for dishonored payments). Account Holder confirms responsibility for and shall pay such charges, fees, or penalties directly to the Bank or SOC as applicable. If the balance owed on a final payment is less than the specified Weekly Deduction, SOC may reduce such payment withdrawal request accordingly.

Fill in the following or attach blank voided check here:

| Bank Name <br> Bank Address <br> Bank Routing\# | Bank Telephone \# __ |
| :--- | :--- |

Lease No: <Lease No.>
Initial Invoice: The total fees of $\$ \leq$ Total Due in Advance> (description of fees listed below) will be collected via Direct Debit with the Initial Invoice Deduction (unless a separate check in this amount is attached).

| QUANTITY | DESCRIPTION |  | LINE TOTAL |
| :---: | :---: | :---: | :---: |
| 1 | First Monthly Rental Payment | \$ | $<1^{\text {st }}$ Mntly Pmt> |
| 1 | Tax on First Monthly Rental Payment | \$ | <Tax on Mnthly> |
| 1 | Security Deposit | \$ | 0.00 |
| 1 | Down Payment | \$ | <Down Pymt> |
| 1 | Tax on Down Payment | \$ | <Tax on Dwn> |
| 1 | Documentation Fee | \$ | 350.00 |
| 1 | Down Payment Collected by LDV | \$ | (<Dwn Pmt Revd by LDV>) |
|  |  | \$ | <Total Due in Advance> |

INITIAL INVOICE DEDUCTION: $\$ \leq$ Total Due in Advance $>$ (Including any fee listed above) unless a separate check in this amount has already been received.
WEEKLY DEDUCTIONS: \$<Weekly ACH>. (Including your weekly installment, Maintenance Fee, and Tax, if applicable) beginning with the ACH Starting Date. I authorize changes to the ACH amount to allow for changes in the monthly sales/use/rental tax rate, if any, under my lease.
ACH Starting Date: The first Monday after van delivery and each Monday thereafter.
ACCOUNT HOLDER
<LEGAL CORPORATE NAME>
By:
<PRINTED NAME>
Title: <TITLE>

## APPENDIX I. 7

## Smap=n Credit

Salesperson Name \& LIC\#: «UATBDEALERNAME» - «UATBDLRLICENSENO»

## VEHICLE LEASE ASSUMPTION AGREEMENT

This VEHICLE LEASE ASSUMPTION AGREEMENT is made between the undersigned Assignee ("Assignee") and Snap-on Credit LLC and its successors and assigns (collectively "Lessor") the Assignor (defined below) has leased from Lessor a van under that certain Vehicle Lease No: dated together with all accompanying documents, collectively referred to as the "Lease" (copies of which are attached hereto and incorporated herein as Exhibit A). Assignee is obligated to pay Lessor the monthly Lease Payment of $\$$ $\qquad$ . With the next monthly payment due on $\qquad$ and on the first day of each month thereafter until a total of $\qquad$ additional Monthly Lease Payments are made plus taxes, fees or other amounts due or to become due under the Lease from time to time.

Assignor has relinquished the van, which is the subject of the Lease to Lessor.
Assignee has requested Lessor consent to the assumption by Assignee of Assignor's interest in the Lease, and Lessor has expressed its willingness to give its written consent to such assumption; provided however, that Assignee execute and deliver this Assumption Agreement and that the undersigned Guarantor(s) (if any) consent(s) to and execute(s) the Guaranty section of this Assumption Agreement.

Therefore, for good and valuable consideration the receipt and sufficiency of which is acknowledged, the parties agree as follows:

1. Assignee hereby accepts the assignment of the Lease and van and assumes, covenants and agrees to fully and faithfully perform and discharge each and every covenant, duty, obligation, liability and term on the part of Lessee/Assignor to be performed in the Lease arising on and after the date hereof, including but not limited to the obligation to pay Lessor the monthly Rent Payment and other amounts owed as required under the Lease. Any capitalized terms contained in this Agreement but not defined herein shall have the same meaning as the term has in the Lease.
2. Assignee shall execute a Delivery and Acceptance Certificate in conjunction with this Assumption Agreement. ANTICIPATED VEHICLE DELIVERY DATE: $\qquad$ .
3. Lessee agrees to pay Lessor an amount equal to $\qquad$ monthly rent payments to constitute the Security Deposit, which may or may not reflect the same amount on the "Lease." Any sections in the Lease referring to the calculation of the Security Deposit are hereby amended to reflect this new calculation equivalent to two monthly payments as the required Security Deposit.
4. If the Lease was previously subject to a maintenance agreement, Assignee hereby accepts the foregoing assignment of the benefit of the accumulated Van Maintenance Fees. Regardless of whether or not the Lease was previously subject to a maintenance contract, as a condition of Lessor entering into this Assumption Agreement, Lessor requires, and Assignee agrees, that Assignee shall enter into a Van Maintenance Agreement with LDV, Inc. controlling the use thereof in the form attached hereto.
5. The title to the van which is the subject of the Lease remains with the Lessor. Invoices pertaining to the Lease shall be sent to Assignee at the address of Assignee, which Lessor will presume is the van location unless otherwise consented to in writing by Lessor.
6. This Assumption Agreement shall be governed by and construed in accordance with the internal laws of the State of Illinois. This Assumption Agreement shall not become effective until it is executed on behalf of Lessor.
7. Assignee declares the asset location is $\qquad$ , and will be registered with the state of $\qquad$ according to Assignee's state law.
8. "Assignor" is $\qquad$ .

## ASSIGNEE: [CORPORATE NAME]

By:
Printed
Name
\&Title: $\qquad$
Date: $\qquad$

## LESSOR: SNAP-ON CREDIT LLC

By:
Printed
Name
\& Title: $\qquad$
Date:

## APPENDIX I. 8

# shapn cin Credft LLL <br> Automated Payment Remittance Program 

Snap-on Credit offers the Automated Remittance Plan for remitting payments received from customers under the Credit Sales Programs. This plan utilizes electronic funds transfer to provide Franchisees and their customer a timely, accurate, and convenient method of remittance.

With Automated Payment, you eliminate the hassle of mailing checks. Automated Payment offers you:
A. Assurance of timely application of payment to customer accounts
B. Efficient remittance of customer payments
C. Current customer balance information
D. Eliminate time consuming check writing and balancing remittances

## SnapanCredit LIC <br> 950 Technology Way Suite 301 <br> Libertyville, IL 60048 <br> 877-777-8455

[^5]Instructions: Complete the form below. Attach an unsigned and voided check from this account to assist us in verifying data.

I (the "Remitter") authorize Snap-on Credit LLC hereafter called "SOC", to initiate debit entries to my business account indicated below based on my transmittal of my eECCR record to SOC or Snap-on Tools, where I will specify the amount of, and thereby authorize the specific debit to be processed the same or next business day and the amount of same. I authorize the financial institution named below (the "Institution"), to charge the amount of such entries to my account and to correct any errors. Institution is authorized to deposit any such corrections to my account. This authority is to remain in full force and effect until I revoke the agreement as hereafter provided. Any revocation is effective only if written or verbal notice from me to terminate this agreement is received by SOC or Institution in such time and manner to afford a reasonable opportunity to act upon the notice (at least 3 business days prior to the debit). Remitter understands that liability to SOC and its assigns continues for any sums due which are not otherwise available for automatic withdrawal from the Account, and should Institution assess any charges, fees, or penalties due it as a result of SOC's authorized withdrawal requests from the Account, or should SOC assess fees and charges to my account (such as NSF fees for dishonored payments). Remitter shall pay such items. A copy of this form is available from Snap-on Credit at the address listed above.

| Remitter Name | Remitter's Business Account Number |
| :--- | :--- |
| Address | Institution Routing Number <br> (Bank Routing Number) |
| City, State, Zip | Institution Name <br> (Bank) |
| Phone Number | Institution Address <br> (Bank) |
| Date | Institution Phone Number <br> (Bank) |
| Remitter Signature \& Title: |  |

## APPENDIX I. 9

## FRANCHISEE WEB PAGE PARTICIPATION AGREEMENT

THIS FRANCHISEE WEB PAGE PARTICIPATION AGREEMENT (this "Agreement") is made as of the Effective Date below, by and between Snap-on Tools Company LLC, a Delaware Limited Liability Company ("Snap-on") and the undersigned Franchisee ("Franchisee").

## BACKGROUND

Franchisee has entered into a Franchisee Agreement with Snap-on pursuant to which Franchisee operates a Snap-on franchise (the "Franchise Agreement"). Snap-on has a website located at www.snapon.com. This website or any substitute or replacement website that Snapon makes available for Franchisee Web Pages (defined below) is referred to as the "Snap-on Website". Franchisee is interested in having its own web page on the Snap-on Website (the "Franchisee Web Page"). Snap-on is willing to host the Franchisee Web Page on the Snap-on Website, on the terms and subject to the conditions set forth below. Any terms used in this Agreement but not defined herein have the definition ascribed to them in the Franchisee Agreement.

NOW, THEREFORE, in consideration of the mutual premises set forth herein and other good and valuable consideration, the receipt and sufficiency of which are hereby acknowledged, the Parties hereby agree as follows:

1. Creation and Maintenance of Franchisee Web Page. Snap-on will create, provide and maintain a Franchisee Web Page for Franchisee's Snap-on franchise, with such features and functionality as Snap-on may determine, subject to the terms and conditions set forth in this Agreement, the Franchisee Agreement, the Snap-on Brand Handbook and in writing by Snap-on from time to time. Snap-on may update or modify the Franchisee Web Page from time to time to include new or different features and functionality. Snap-on may offer Franchisee the chance to customize certain portions of the Franchisee Web Page and add features and information (e.g., a photo of Franchisee's business, hours of business) in its reasonable discretion. All content, modifications and additional features, if any, must be approved by Snap-on. Snap-on reserves the right to terminate, suspend and/or change the Snap-on Website and/or Franchisee Web Page at any time for any reason. Such termination, suspension or modification does not impact Franchisee's right to use the internet as provided in the Franchise Agreement and Brand Handbook.
2. Hosting the Franchisee Web Page. Snap-on will use commercially reasonable efforts to host the Franchisee Web Page available on the internet, at such uniform resource location ("URL") as Snap-on may determine, on a 24 hour a day, 7 day a week basis, subject to any needed downtime for maintenance purposes, and maintenance and system outages, whether scheduled or unscheduled. Franchisee acknowledges and agrees that Snap-on can make no guarantee that any given user will be able to access the Snap-on Website and/or Franchisee Web Page at any given time. Franchisee also acknowledges and agrees that there are no assurances that access and service will be available at all times or be uninterrupted, and Snap-on will not be liable to Franchisee or to any third party for any damage or loss, including any loss of sales opportunity, revenue or goodwill, for failure of accessibility to the Snap-on Website and/or the Franchisee Web Page, including due to failures of the internet or for any other causes, whether or not within Snap-on's control.
3. Franchisee Computer System Requirements. Franchisee must maintain a computer system that meets the specifications and requirements that Snap-on requires of its franchisees from time to time. Franchisee must also subscribe, at Franchisee's expense, to a reliable internet service provider or other electronic communication provider or service. Franchisee will be responsible for any incidental expenses Franchisee incurs with respect to obtaining and maintaining such service. Snap-on may require Franchisee, at Franchisee's expense, to update Franchisee's computer system and internet or electronic communication connection from time to time for technology advancements and upgrades, changes in features and functionality and similar reasons.
4. Fees and Payments. The basic standardized format Franchisee Web Page is currently provided to Franchisee by Snap-on without a separate fee or charge. Snap-on may require that Franchisee pay a monthly fee, which may be changed from time to time by Snap-on, provided that Snap-on gives Franchisee not less than thirty (30) days prior notice specifying the amount of the fee or modified fee and the effective date of such change. Franchisee may also be provided the option, however, either at the time of signing this Agreement or in the future, of selecting other Franchisee web page formats made available by Snap-on for Franchisee's Franchisee Web Page. These web pages ("Premium Web Pages") may have additional features, options or functionality, and will be offered for a separate monthly fee to be determined by Snap-on. Any such fees will be in addition to any costs or expense related to computer hardware or software or Franchisee's connectivity with the web pages. Any fees to be paid by Franchisee in connection with the Franchisee Web Page and Premium Web Page may be changed from time to time by Snap-on in its sole discretion. Such fees will be invoiced to Franchisee on Franchisee's statement. If Franchisee has a Premium Web Page, the Premium Web Page shall be considered a "Franchisee Web Page" for the purposes of this Agreement. Franchisee acknowledges that Franchisee has no right to any Premium Web Page or Franchisee Web Page. Any fee is considered fully earned when invoiced.

## 5. Franchisee Restrictions.

5.1 No Other Website. Franchisee may not create, post, maintain or operate, directly or through a third party, unless approved by Snap-on, a website or any web pages for Franchisee's franchise business. Also any such website or web page other than the Franchisee Web Page may be deemed unapproved advertising under the terms of the Franchisee Agreement or otherwise prohibited by the Franchisee Agreement or the Snap-on Program. Notwithstanding the forgoing, Franchisees may create a business page on social media sites, or similar sites, if permitted in the Brand Handbook and any policies relating to websites, webpages, social media and/or digital communication. Any such social media pages, or similar such pages, must at all times be in compliance with the Franchise Agreement, Brand Handbook and Snap-on policies as such are amended or revised from time to time.
5.2 Advertising. Franchisee will only advertise the Franchisee Web Page to customers at stops on Franchisee's List of Calls. Snap-on is under no obligation to provide any advertising for the Franchisee Web Page.
5.3 No Links or Advertising. Franchisee may not directly or indirectly create or authorize any links or other references or affiliate relationships to the Franchisee Web Page or Snap-on Website, unless approved by Snap-on. Franchisee may not redirect any Website, URL or other internet address or location to the Franchisee Web Page or Snap-on Website.
6. Terms of Use. The Franchisee Web Page and any content provided by Snap-on will be subject to terms and conditions of use. These terms and conditions of use may be provided by Snap-on and may, among other things: (a) disclaim any and all express or implied warranties by Snap-on in connection with the Franchisee Web Page or content; (b) notify the user that the Franchisee Web Page or content is provided "as is" without any warranties of any kind; (c) disclaim any and all liability by Snap-on for consequential, direct, indirect, special, exemplary or punitive damages whatsoever incurred in connection with the use of the Franchisee Web Page or content; and (d) require the user to consent to the use of electronic signatures and electronic records in conducting any transaction on or through the Franchisee Web Page. The terms and conditions of use will be between Franchisee and the authorized users of the Franchisee Web Page. Snap-on will not be a party to such terms and conditions of use. Franchisee will be responsible for enforcing the terms and conditions of use. If provided by Snap-on, these terms and conditions of use may be modified by Snap-on from time to time.

## 7. Intellectual Property; Proprietary Rights; Privacy Notices.

7.1 Franchisee Content. To the extent Franchisee provides Snap-on with any content, information or other material to be incorporated into the Franchisee Web Page, social media or other digital presence, Franchisee warrants and represents that Franchisee will not provide Snapon, or use in conjunction with the Franchisee Web Page, social media or other digital presence, or any content, information or other materials on the Franchisee Web Page, social media or other digital presence, any, content, information or other materials that infringe or violate any intellectual property rights of any third party, or any rights of publicity or privacy. In addition, Franchisee agrees that such content or content posted to the Franchisee Web Page, social media or other digital presence by others, including users, will not contain any material which is objectionable, inappropriate or inconsistent with a business selling tools and equipment, including, without limitation, content which is defamatory, disparaging, profane, vulgar, obscene or pornographic, contains confidential information or trade secrets, or which casts Snap-on or any other party, including competitors or other Snap-on franchisees, in a negative light. Franchisee acknowledges and agrees that Franchisee does not have any right under this Agreement to post content on the Franchisee Web Page or to maintain any content on the Franchisee Web Page and that Snap-on has the right to delete any content on the Franchisee Web Page that violates this Agreement.
7.2 Privacy and Other Notices. Franchisee may be required by law to use privacy and other notices in connection with Franchisee's Franchisee Web Page or digital content. These notices may be provided by Snap-on and may, among other things, state that all customer information submitted will be used by both Snap-on and Franchisee. These notices may be modified from time to time by Snap-on.
7.3 Rights Regarding Data. All rights in and to any information or data relating to the Snap-on Website and the Franchisee Web Page, including the log of "hits" by visitors, use tracking, the web pages they visited, and customer information (including any personal or business data they voluntarily supply), will be owned by Snap-on. Franchisee agrees to keep all such information confidential and secure and in accordance with the Snap-on Program and the privacy policy set forth on the Snap-on Website as revised from time to time.

## 8. Compliance with Snap-on Policies and Applicable Laws.

8.1 Compliance with Snap-on Policies. Franchisee will comply with all then-current Snap-on policies relating to the use of the Franchisee Web Page and digital content related to

Snap-on, including, without limitation, any privacy policy, the Franchise Agreement and the Snapon Brand Handbook.
8.2 Compliance with Applicable Laws. Franchisee will comply with all applicable laws, statutes, ordinances and/or regulations applicable to the use of the Franchisee Web Page and any Snap-on related or provided digital content provided or approved by Snap-on.
9. Disclaimer by Snap-on. As to the Franchisee Web Page, the Snap-on Website, any digital content provided by Snap-on, Snap-on disclaims all warranties, guarantees, and conditions of any kind, whether express, implied or statutory, including, without limitation, the warranties of merchantability, fitness for a particular purpose, title and non-infringement. Snap-on does not warrant that the Franchisee Web Page, or the Snap-on Website will be uninterrupted, error-free or completely secure, or that errors or defects will be corrected. Digital content may be provided on a continuous or intermittent basis. The continued provision of digital content by Snap-on shall be at Snap-on's discretion.
10. Limitation on Liability. In no event shall Snap-on have any liability to Franchisee or to any third party for consequential, exemplary, special, incidental or punitive damages arising from or related to this Agreement, even if Snap-on or any of its affiliated companies have been advised of the possibility of such damages. The total, aggregate liability of Snap-on arising from or related to this Agreement, for any reason, shall be limited to Franchisee's direct damages not to exceed the fees actually paid to Snap-on under this Agreement, or $\$ 120$, whichever is higher. The parties agree that Snap-on will be liable for direct damages only if it fails to exercise ordinary care, and that it shall be deemed to have exercised ordinary care if its action or failure to act is in conformity with commercially reasonable practices in the industry.

The foregoing limitations apply to all causes of action in the aggregate, including without limitation to breach of contract, breach of warranty, negligence, strict liability, misrepresentations, and other torts. Each of the parties acknowledges that it understands the legal and economic ramifications of the foregoing limitations, and that the foregoing limitations form an essential part of the Agreement of the parties.
11. Default or Breach. Snap-on may, in its sole discretion, a) discontinue or delete Franchisee's Franchisee Web Page, b) discontinue Franchisee's use of a Premium Web Page, c) display only minimal information on Franchisee's Franchisee Web Page or d) terminate this Agreement if Franchisee (i) does not adhere to Snap-on's rules and policies relating to Franchisee's Franchisee Web Page and the Snap-on Website as set forth in this Agreement, the Franchise Agreement, the Snap-on Brand Handbook, Snap-on terms and conditions of use or privacy policy; or (ii) if Franchisee is otherwise in default or breach under this Agreement.

## 12. Term and Termination.

12.1 Term of Agreement. This Agreement will commence on the date first set forth above and shall continue during the term of the Franchise Agreement, unless terminated as set forth below.
12.2 Termination. This Agreement will terminate upon the earlier to occur of any one or more of the following:
(i) upon 30 days written notice of termination by Franchisee to Snap-on;
(ii) expiration or termination of the Franchise Agreement;
(iii) at such time as Snap-on discontinues the Snap-on Website or the Franchisee web pages, and/or
(iv) in the event of any default or breach by Franchisee under this Agreement after seven (7) days prior written notice of termination.

## 13. General.

### 13.1 Dispute Resolution.

A. Mediation. Except as otherwise provided in Section 13.1.C., the parties agree to attempt to resolve any controversy or disputes arising out of or relating to this Agreement, the franchise business or Franchisee's relationship with Snap-on, or the termination or nonrenewal of this Agreement, including but not limited to, any claim by Franchisee, or any person in privity with or claiming through, on behalf of or in the right of Franchisee, by non-binding mediation prior to any matter being submitted to arbitration. This provision applies only to controversies and disputes that are specific to Franchisee, or any person in privity with or claiming through, on behalf of or in the right of Franchisee and not to issues that affect Snap-on franchisees generally. Any such mediation will be held within 60 days after a demand for mediation is made by either party by notice to the other party. The mediation will be conducted in the state in which Franchisee resides or a mutually agreeable location. The mediator will be mutually agreed upon by the Franchisee and Snap-on, and Snap-on will pay the costs of the mediator and for the location at which the mediation takes place.

The parties acknowledge that mediation proceedings are settlement negotiations and that to the extent allowed or required by applicable law, all offers, promises, conduct and statements, whether oral or written, made in the course of the mediation will be confidential and inadmissible in any arbitration, litigation or other legal proceeding involving the parties, provided however, that evidence which is otherwise admissible or discoverable will not be rendered inadmissible or nondiscoverable as a result of its use in mediation.
B. Arbitration. Except as otherwise provided in Section 13.1.C., any controversy or dispute arising out of or relating to this Agreement, the franchise business or Franchisee's relationship with Snap-on, including but not limited to, any claim by Franchisee, or any person in privity with or claiming through, on behalf of or in the right of Franchisee, concerning the entry into, performance under, nonrenewal of, or termination of, this Agreement; any claim against a past or present employee, officer, director, agent or affiliate of Snap-on; any claim of breach of this Agreement; and any claims arising under or relating to state or federal laws, including the common law (for example, tort or contract claims), or any statutes, rules, or regulations, will be submitted to final and binding arbitration as the sole and exclusive means for final and binding resolution of any such controversy or dispute unless prohibited under applicable state law. Persons in privity with or claiming through, on behalf of or in the right of Franchisee include, but are not limited to, spouses and other family members, heirs, executors, representatives, shareholders, members, successors and assigns. In no event will persons in privity include other Snap-on franchisees who have signed separate franchise agreements with Snap-on.

A party's failure or refusal to resolve the controversy or dispute through mediation under Section 13.1.A. will not otherwise affect either party's obligation to arbitrate the dispute or controversy under this Section 13.1.B. A demand for arbitration must be made in writing within the applicable statute of limitation period; otherwise, the right to any remedy will be forever barred, as provided by applicable law and determined by the arbitrator.

Notwithstanding any other provision of this Agreement, arbitration under this Section 13 will be governed exclusively by the Federal Arbitration Act as amended (9 U.S.C. §§ 1 et seg.), and arbitration will take place according to the Commercial Arbitration Rules of the American Arbitration Association ("AAA Rules") in effect as of the date the demand for arbitration is filed. The AAA Rules may be found on the American Arbitration Association's web site at www.adr.org or by searching for those rules using a service such as www.google.com. The arbitration will be held at the office of the American Arbitration Association nearest the Snap-on Regional Sales Office to which Franchisee was assigned most recently prior to the demand for arbitration; provided, however, if such office is outside the state in which the Franchisee resides, Franchisee may cause the arbitration to be held within Franchisee's state of residence at a place mutually convenient to the parties and the arbitrator.

The arbitration will proceed before a single arbitrator. The arbitrator will be chosen in accordance with the AAA Rules. If the amount claimed by the party filing for arbitration both in the original demand for arbitration and in any amendment is less than Seventy-five Thousand Dollars ( $\$ 75,000.00$ ), Snap-on will pay the fees and expenses of the arbitrator and filing fees and costs charged by the American Arbitration Association up to a maximum of Seven Thousand Five Hundred Dollars (\$7,500.00). Any amount in excess of Seven Thousand Five Hundred Dollars $(\$ 7,500.00)$ will be split equally by the parties. If the amount of the claim filed either in the original demand for arbitration or by amendment is for Seventy-five Thousand Dollars (\$75,000.00) or more, the parties agree to split equally the fees and expenses of the arbitrator and the filing fees and costs charged by the American Arbitration Association. If Franchisee demonstrates that it is unable to pay its portion of these fees, expenses or costs, then the fees, expenses or costs will be reapportioned by the arbitrator in accordance with applicable law.

Unless otherwise agreed by the parties or ordered by the arbitrator, following a party's motion for additional discovery, pre-hearing discovery in any arbitration is limited to the following: (1) production of all documents that will be introduced at the hearing; (2) production of written or recorded statements that a party intends to introduce at the hearing; (3) production of all documents relied upon by experts who will testify at the hearing; (4) production by Franchisee of tax returns filed by Franchisee (including tax returns for a significant owner of Franchisee) for the last three (3) tax years; (5) production by Snap-on of Franchisee's statements of account balance with Snap-on for three (3) years prior to the filing of the arbitration; and (6) not more than two depositions per side.

Each party further agrees that, unless such a limitation is prohibited by applicable law, as determined by the arbitrator, a party will not be liable for punitive or exemplary damages and the arbitrator will have no authority to award the same. The award or decision by the arbitrator will be final and binding on the parties and may be enforced by judgment or order of a court of competent jurisdiction. The parties consent to the exercise of personal jurisdiction in the state where the arbitration took place. The parties consent to the exercise of personal jurisdiction over them by such courts for the purpose of carrying out this provision; and they waive any objections that they would otherwise have to the same.

The parties agree to arbitrate only controversies and disputes that are specific to Franchisee, or any person in privity with or claiming through, on behalf of or in the right of, Franchisee, and therefore Franchisee and Snap-on agree that (i) arbitration under this Section 13 will be brought on an individual basis only and may not be brought as a class or consolidated action or by way of joinder of separate parties unless all parties otherwise agree in writing, and absent such written agreement (ii) there will be no right or authority for any controversy or dispute to be brought, heard or arbitrated as a class, or consolidated action or by way of joinder of separate parties ("Class/Consolidated Action Waiver"). Notwithstanding any other provision of this Agreement or the AAA Rules, disputes regarding the validity, enforceability or breach of the Class/Consolidated Action Waiver may be resolved only by a civil court of competent jurisdiction and not by an arbitrator. No finding or stipulation of fact or law in any other arbitration shall be given preclusive or collateral estoppel effect in any arbitration hereunder. In no event shall the arbitrator have the right, power, jurisdiction or contractual authority to award any damages or relief in excess of or in addition to those damages suffered specifically by the parties to the arbitration or as otherwise provided by applicable law or this Agreement.

In any case in which (1) the dispute is filed as a class or consolidated action or by way of joinder of separate parties and (2) there is a final judicial determination that all or part of the Class/Consolidated Action Waiver is invalid or unenforceable, the class, consolidated action or joinder of separate parties to that extent must be litigated in a civil court of competent jurisdiction, but the portion of the Class/Consolidated Action Waiver that is enforceable will be enforced in arbitration.

In addition, in the event any other provision in this Section 13 is determined to be invalid or unenforceable as a matter of law, then it is the intention of the parties to this Agreement that such provision be deemed inoperative and stricken from this Agreement, and that the remainder of this Section 13, to the extent not legally invalid or unenforceable under applicable law, be enforced as written as if the invalid or unenforceable provision or provisions had not been included in this Section 13.

BY Signing below, the parties agree that they are required to arbitrate CERTAIN DISPUTES AND CLAIMS AS SET FORTH IN THIS SECTION 13 AND ARE LIMITED IN THE MANNER IN WHICH THEY CAN SEEK RELIEF, INCLUDING THAT THEY EACH SPECIFICALLY WAIVE THEIR RIGHT TO BRING SUCH CLAIMS IN A COURT OF LAW AND TO HAVE A TRIAL BY JURY.
C. Provisional Remedies. Each party shall have the right to seek from an appropriate court provisional remedies including, but not limited to, temporary restraining orders, preliminary injunctions or replevin orders before, during or after arbitration. Neither party need await the outcome of the arbitration or selection of an arbitrator before seeking provisional remedies. Seeking any such remedies will not be deemed to be a waiver of either party's right to compel arbitration. Any such action will be brought by Snap-on or Franchisee in the county (or similar political unit) or federal judicial district where Franchisee resides, or where any property that may be the subject of the action is located. The parties consent to the exercise of personal jurisdiction over them by courts located there and to the propriety of venue in such courts for the purpose of carrying out this provision; they waive any objections that they would otherwise have to the same; and they waive the right to have any such action decided by a jury.
13.2 Entire Agreement; Assignment. This Agreement constitutes the entire agreement between the parties hereto with respect to the subject matter hereof. No amendment or modification of this Agreement will be binding unless in writing and duly executed by both parties.

This Agreement and all rights and obligations hereunder may be assigned by Snap-on without notice or consent.
13.3 Governing Law. Except to the extent that the Federal Arbitration Act applies in accordance with Section 13.1 above, this Agreement will be governed by, and construed in accordance with, the laws of the state in which the List of Calls is located, or if the List of Calls is located in more than one state, the state in which the majority of the stops on the List of Calls is located at the time this Agreement was executed.
13.4 Severability. In addition to severability as provided in Section 13.1, if any provision contained in this Agreement is determined to be invalid, illegal or unenforceable, that part will be deemed omitted and the remainder of this Agreement will continue in full force in a manner that gives effect to the parties' intent.
13.5 Waiver. A waiver of any breach of this Agreement will not constitute a waiver of any other breach or covenant of this Agreement, current or future. A waiver will not be effective unless made in writing.
13.6 Counterparts. This Agreement may be signed in counterparts and, when so signed, will constitute a single Agreement.

IN WITNESS WHEREOF, the parties hereto have executed this Agreement as of
$\qquad$ (the "Effective Date").

## FRANCHISEE:

[CORPORATE NAME]

By:
Printed Name:
Title: $\qquad$

## SNAP-ON:

SNAP-ON TOOLS COMPANY LLC

By:
Printed Name:____
Title: $\qquad$

## APPENDIX I. 10

## Sinapenn

## ACKNOWLEDGEMENT REGARDING LIST OF CALLS

I, as principal owner of the Franchisee, am authorized to sign this Acknowledgment Regarding List of Calls on behalf of Franchisee. I do hereby acknowledge that I have completed my due diligence to my satisfaction regarding the List of Calls attached to the Franchise Agreement, which I am about to sign. I have received the assistance I requested from Snap-on Tools Company LLC. I further acknowledge that to the extent I requested, I was shown the location of the stops on the List of Calls and I had the opportunity to identify potential customers at those stops and all of my questions regarding the List of Calls have been answered to my satisfaction. I am satisfied with the stops and potential customers at the stops on the List of Calls.

I hereby confirm that I have been advised that if any statement in this Acknowledgement Regarding List of Calls ("Acknowledgement") is not correct I should not sign this Acknowledgement.

## FRANCHISEE:

By: $\qquad$
Name: $\qquad$
Title: $\qquad$

Date: $\qquad$

## APPENDIX I.11.A

## Finapenin

## Release (Additional)

The undersigned Franchisee ("Franchisee") has requested that Snap-on Tools Company LLC ("Snap-on") grant Franchisee the right to add an additional franchise.

In consideration of Snap-on granting Franchisee such expansion rights and other good and valuable consideration, the receipt and sufficiency of which, is hereby acknowledged, Franchisee and if Franchisee is a corporation, limited liability company or other legal entity, its individual shareholders or members (collectively the Franchisee and individual shareholders and members, if applicable, are referred to collectively as "Releasing Party") does hereby make this Release as follows:

1. Releasing Party (for Releasing Party and any person in privity with or claiming through, on behalf of or in the right of Releasing Party, including but limited to spouses and other family members, heirs, executors, representatives, successors and assigns) Fully and Unconditionally RELEASES and DISCHARGES Snap-on and its affiliates (and their respective past and current officers, directors, shareholders, employees, agents, spouses, heirs, executors, successors and assigns) from and against any and all claims, allegations, causes of action, obligations, losses, damages or liabilities of every kind (collectively "Claims"), relating to or arising out of any action, omission or representation or other basis of liability, tort or contract or under any federal, state or local laws, rules, ordinances or regulations including, but not limited to, claims arising under any agreement or understanding between the Franchisee and Snap-on or any of its affiliates or Franchisee's operation of his Snap-on Franchise from the beginning of time to the date of this Release. Nothing contained herein shall release any Claim, the release of which is prohibited by applicable law.
[For California Franchisees only:
Each releasing party pursuant to the foregoing general release acknowledges that they may have sustained damages, expenses and losses in connection with the released Claims which are presently unknown or not suspected and that such damages, expenses and losses, if any, may give rise to additional damages, expenses and losses in the future which are not now anticipated by them. EACH RELEASING PARTY ACKNOWLEDGES THAT THIS AGREEMENT AND THE FOREGOING RELEASE HAVE BEEN AGREED UPON IN LIGHT OF THIS REALIZATION. BEING FULLY ADVISED THEREOF, EACH RELEASING PARTY HEREBY AGREES THAT THIS AGREEMENT AND THE FOREGOING RELEASE APPLY TO ALL UNKNOWN OR UNANTICIPATED DAMAGES, EXPENSES AND LOSSES. EXCEPT AS OTHERWISE PROVIDED IN THIS AGREEMENT, EACH RELEASING PARTY EXPRESSLY WAIVES ANY AND ALL RIGHTS THAT THEY MAY HAVE UNDER ANY STATE OR COMMON LAW PRINCIPLE WHICH WOULD LIMIT THE EFFECT OF THE FOREGOING RELEASE TO THOSE CLAIMS ACTUALLY KNOWN OR SUSPECTED TO EXIST AT THE TIME OF EXECUTION OF THIS AGREEMENT, INCLUDING THE PROVISIONS OF SECTION 1542 OF THE CALIFORNIA CIVIL CODE, TO THE EXTENT APPLICABLE, WHICH PROVIDES AS FOLLOWS:
[^6]Each releasing party understands, acknowledges and agrees that the significance and consequence of this waiver of Section 1542 of the California Civil Code is that even if they, or any of them, should eventually suffer additional damages arising out of or relating to the released Claims, they will not be able to make any claim for those damages. Furthermore, each releasing party acknowledges and agrees that they, and each of them, intend theses consequences even as to claims for damages that may exist as of the date of this release but which they do not know exist, and which, if known, would materially affect their decision to execute this release, regardless of whether releasing parties' lack of knowledge is the result of ignorance, oversight, error, negligence, or any other cause.]
2. Nothing in this Release or any related document is intended to disclaim the representations Snap-on made in the Disclosure Document Snap-on furnished in connection with the purchase of the additional franchise by Franchisee.
3. Releasing Party acknowledges that Releasing Party is aware that Releasing Party may hereafter discover facts in addition to or different from those that Releasing Party now knows or believes to be true with respect to the subject matter of this Release, but that Releasing Party intends to and does hereby, fully release and discharge all Claims referenced in this Release without regard to the subsequent discovery or existence of different or additional facts.

Releasing Party has entered into this Release in favor of Snap-on as of $\qquad$ freely and voluntarily, without duress and coercion, and having read and understood each provision set out above.

## FRANCHISEE:

By: $\qquad$
Printed Name \& Title: $\qquad$ and individually

## APPENDIX I.11.B

## Release (Renewal)

The undersigned Franchisee ("Franchisee") has notified Snap-on Tools Company LLC ("Snap-on") that Franchisee is exercising Franchisee's option to renew under the conditions specified in Section 3 of the Franchise Agreement (the "Franchise Agreement") dated (Franchise Agreement Date) between Franchisee and Snap-on.

In accordance with the conditions of Section 3 of the Franchise Agreement, in consideration of Snap-on granting Franchisee such renewal and other good and valuable consideration, the receipt and sufficiency of which, is hereby acknowledged, Franchisee and if Franchisee is a corporation, limited liability company or other legal entity, its individual shareholders or members (collectively the Franchisee and individual shareholders and members, if applicable, are referred to collectively as "Releasing Party") does hereby make this Release as follows:

1. Releasing Party (for Releasing Party and any person in privity with or claiming through, on behalf of or in the right of Releasing Party, including but limited to spouses and other family members, heirs, executors, representatives, successors and assigns) Fully and Unconditionally RELEASES and DISCHARGES Snap-on and its affiliates (and their respective past and current officers, directors, shareholders, employees, agents, spouses, heirs, executors, successors and assigns) from and against any and all claims, allegations, causes of action, obligations, losses, damages or liabilities of every kind (collectively "Claims"), relating to or arising out of any action, omission or representation or other basis of liability, tort or contract or under any federal, state or local laws, rules, ordinances or regulations including, but not limited to, claims arising under the Franchise Agreement or any other agreement or understanding between the Franchisee and Snapon or any of its affiliates or Franchisee's operation of his Franchise pursuant to the Franchise Agreement from the beginning of time to the date of this Release. Nothing contained herein shall release any Claim, the release of which is prohibited by applicable law.
[For California Franchisees only:
Each releasing party pursuant to the foregoing general release acknowledges that they may have sustained damages, expenses and losses in connection with the released Claims which are presently unknown or not suspected and that such damages, expenses and losses, if any, may give rise to additional damages, expenses and losses in the future which are not now anticipated by them. EACH RELEASING PARTY ACKNOWLEDGES THAT THIS AGREEMENT AND THE FOREGOING RELEASE HAVE BEEN AGREED UPON IN LIGHT OF THIS REALIZATION. BEING FULLY ADVISED THEREOF, EACH RELEASING PARTY HEREBY AGREES THAT THIS AGREEMENT AND THE FOREGOING RELEASE APPLY TO ALL UNKNOWN OR UNANTICIPATED DAMAGES, EXPENSES AND LOSSES. EXCEPT AS OTHERWISE PROVIDED IN THIS AGREEMENT, EACH RELEASING PARTY EXPRESSLY WAIVES ANY AND ALL RIGHTS THAT THEY MAY HAVE UNDER ANY STATE OR COMMON LAW PRINCIPLE WHICH WOULD LIMIT THE EFFECT OF THE FOREGOING RELEASE TO THOSE CLAIMS ACTUALLY KNOWN OR SUSPECTED TO EXIST AT THE TIME OF EXECUTION OF THIS AGREEMENT, INCLUDING THE PROVISIONS OF SECTION 1542 OF THE CALIFORNIA CIVIL CODE, TO THE EXTENT APPLICABLE, WHICH PROVIDES AS FOLLOWS:
[^7]
## AT THE TIME OF EXECUTING THE RELEASE, WHICH IF KNOWN BY HIM MUST HAVE MATERIALLY AFFECTED HIS SETTLEMENT WITH THE DEBTOR."

Each releasing party understands, acknowledges and agrees that the significance and consequence of this waiver of Section 1542 of the California Civil Code is that even if they, or any of them, should eventually suffer additional damages arising out of or relating to the released Claims, they will not be able to make any claim for those damages. Furthermore, each releasing party acknowledges and agrees that they, and each of them, intend theses consequences even as to claims for damages that may exist as of the date of this release but which they do not know exist, and which, if known, would materially affect their decision to execute this release, regardless of whether releasing parties' lack of knowledge is the result of ignorance, oversight, error, negligence, or any other cause.]
2. Nothing in this Release or any related document is intended to disclaim the representations Snap-on made in the Disclosure Document Snap-on furnished in connection with the renewal franchise agreement which Franchisee is entering into with Snap-on.
3. Releasing Party acknowledges that Releasing Party is aware that Releasing Party may hereafter discover facts in addition to or different from those that Releasing Party now knows or believes to be true with respect to the subject matter of this Release, but that Releasing Party intends to and does hereby, fully release and discharge all claims referenced in this Release without regard to the subsequent discovery or existence of different or additional facts.

Releasing Party has entered into this Release in favor of Snap-on as of $\qquad$ , freely and voluntarily, without duress and coercion, and having read and understood each provision set out above.

## FRANCHISEE:

By: $\qquad$
Printed Name \& Title: $\qquad$ and individually

## APPENDIX I.11.C

## SNAP-ON TOOLS COMPANY LLC CONSENT TO TRANSFER AGREEMENT

This Consent to Transfer Agreement, made and effective the latter of the dates signed below, is between Snap-on Tools Company LLC ("Snap-on"), and the undersigned Corporate Seller ("Seller"), and the undersigned Corporate Buyer, ("Buyer").

## RECITALS

A. Snap-on and Seller are parties to the Snap-on Franchise Agreement, Snap-on Standard Franchise Agreement, Dealer Franchise Agreement or Conversion Dealer Franchise Agreement dated (the "Franchise Agreement");
B. Seller wishes to transfer to Buyer certain franchise business assets and terminate the relationship created by the Franchise Agreement;
C. Buyer wishes to purchase certain assets of the Seller's franchise business and enter into a new franchise agreement with Snap-on;
D. Pursuant to the provisions of the Franchise Agreement, such transfer is subject to the consent of Snap-on and Snap-on's right of first refusal on the same terms; and
E. Snap-on is willing to consent to the transfer and waive its Right of First Refusal to purchase the assets being transferred subject to the terms and conditions set forth in this Agreement.

NOW, THEREFORE, in consideration of the mutual covenants contained in this Agreement and other good and valuable consideration, the receipt and sufficiency of which is hereby acknowledged, the parties to this agreement agree as follows:

## 1. Representations.

A. Seller represents to Snap-on that it owns all right, title, and interest in and to the assets being transferred to Buyer and that the purchase price paid by the Buyer for the assets being acquired from the Seller and the terms regarding payment are identical to the purchase price and terms contained in the right of first refusal previously extended to Snap-on by Seller.
B. Buyer represents to Snap-on that it has inspected the assets being transferred by Seller and agrees to employ those assets only in conjunction with the operation of a Snap-on franchise pursuant to a new Snap-on Franchise Agreement.
C. Seller and Buyer represent and warrant to Snap-on that they each have the authority to execute this Agreement.
2. Consent. Snap-on consents to the transfer by Seller to Buyer of all right, title, and interest in and to the inventory, equipment, customer receivables, and goodwill being transferred to the Buyer, and waives its Right of First Refusal under the terms of the Franchise Agreement, under the following circumstances:
A. Seller has paid in full or made other arrangements acceptable to Snap-on to make payment in full of all ascertained or liquidated debts of Seller to Snap-on and Snap-on's affiliates as of the date of transfer;
B. Buyer executes the current form of Snap-on franchise agreement and all ancillary agreements Buyer is entering into with Snap-on or its affiliates upon the date of transfer, and grants Snap-on a security interest in the assets being transferred as required by the Snap-on franchise agreement;
C. On the date of transfer, Buyer pays Snap-on a transfer fee of \$(Franchise Fee); and
D. Seller agrees to continue complying with the confidentiality provisions of the franchise agreement, notwithstanding its termination under this Agreement.
3. Termination of the Franchise Agreement, Etc. Seller and Snap-on mutually agree that the Franchise Agreement and all ancillary agreements between Seller and Snap-on or Snap-on's affiliates will be terminated and will have no further force and effect as of the time that all conditions of this Agreement have been met by the parties. All provisions regarding Seller's activities after termination of the Franchise Agreement, set forth in the Franchise Agreement, will continue in full force and effect after the execution of this Agreement.
4. Indemnification and Warranties. Seller and Buyer and their successors, assigns, subsidiaries, divisions and agents, will indemnify and hold harmless Snap-on and any of its subsidiaries, successors, assigns, officers, directors, employees and agents, and each of them, against:
A. Any and all liabilities, losses, damages, deficiencies, claims, costs, or expenses of any nature resulting, directly or indirectly, from:

1. Any misrepresentations or breach of warranty or covenant on the part of Seller or Buyer under this Agreement or otherwise;
2. The nonfulfillment of any conditions under this Agreement or otherwise; and
3. The transfer of the assets used in the franchise business.
B. Any and all actions, suits (third party or otherwise), proceedings, investigations, demands, assessments, judgments, costs and expenses incident to the foregoing, including but not limited to, reasonable legal and accounting fees.
4. General Release by Seller. PLEASE READ CAREFULLY. THIS AGREEMENT CONTAINS A RELEASE OF KNOWN AND UNKNOWN CLAIMS. Seller (for Seller and any person in privity with or claiming through, on behalf of, or in the right of Seller, including but not limited to, spouses and other family, representatives, successors and assigns) RELEASES and FULLY DISCHARGES Snap-on (itself and its affiliates, and all of their respective past and current parent companies, subsidiaries, affiliates, agents, employees, officers, directors, partners, principals, members, shareholders, representatives, attorneys, insurers, reinsurers, estates, executors, administrators, heirs, successors and assigns, if any, and any persons acting by or through, under or in concert with them) from and against any and all claims, allegations, causes of action, obligations, losses, damages or liabilities of every kind, relating to or arising out of any action, omission or representation or other basis of liability in tort or contract or under any state or federal law or regulation, that Seller may have against Snap-on, whether known or unknown, whether currently existing or hereafter asserted, including, but not limited to claims based upon or relating to the entry into, performance (or failure to perform) under the Franchise Agreement or any other agreement or understanding between Seller and Snap-on or any of Snap-on's affiliates.

Notwithstanding anything above to the contrary, this Agreement will not impair, release or extinguish the representations, warranties and agreements made or affirmed in this Agreement.
6. Waiver of Rights. Seller hereby expressly waives and relinquishes, to the fullest extent permitted by law, the provisions, rights and benefits of any statute or law of the jurisdiction in which Seller resides at the time of signing this Agreement and any and all provisions, rights and benefits of any similar statute or law of any other jurisdiction. Seller does hereby further acknowledge that Seller is aware that Seller may hereafter discover facts in addition to or different from those which Seller now knows or believes to be true with respect to the subject matter of this Agreement, but Seller intends to, and does hereby, fully, finally and forever settle, release and discharge all claims referenced in this Agreement without regard to the subsequent discovery or existence of different or additional facts.
7. Transfer. This Agreement is not transferable by Seller or Buyer.

## 8. Dispute Resolution.

A. Mediation. Except as otherwise provided in Section 8.C, the parties agree to attempt to resolve any controversy or disputes arising out of or relating to this Agreement, the franchise business or Franchisee's relationship with Snap-on, or the termination or nonrenewal of this Agreement, including but not limited to, any claim by Franchisee, or any person in privity with or claiming through, on behalf of or in the right of Franchisee, by non-binding mediation prior to any matter being submitted to arbitration. This provision applies only to controversies and disputes that are specific to Franchisee, or any person in privity with or claiming through, on behalf of or in the right of Franchisee and not to issues that affect Snap-on franchisees generally. Any such mediation will be held within 60 days after a demand for mediation is made by either party by notice to the other party. The mediation will be conducted in the state in which Franchisee resides or a mutually agreeable location. The mediator will be mutually agreed upon by the Franchisee and Snap-on, and Snap-on will pay the costs of the mediator and for the location at which the mediation takes place.

The parties acknowledge that mediation proceedings are settlement negotiations and that to the extent allowed or required by applicable law, all offers, promises, conduct and statements, whether oral or written, made in the course of the mediation will be confidential and inadmissible in any arbitration, litigation or other legal proceeding involving the parties, provided however, that evidence which is otherwise admissible or discoverable will not be rendered inadmissible or non-discoverable as a result of its use in mediation.
B. Arbitration. Except as otherwise provided in Section 8.C., any controversy or dispute arising out of or relating to this Agreement, the franchise business or Franchisee's relationship with Snapon, including but not limited to, any claim by Franchisee, or any person in privity with or claiming through, on behalf of or in the right of Franchisee, concerning the entry into, performance under, nonrenewal of, or termination of, this Agreement; any claim against a past or present employee, officer, director, agent or affiliate of Snap-on; any claim of breach of this Agreement; and any claims arising under or relating to state or federal laws, including the common law (for example, tort or contract claims), or any statutes, rules, or regulations, will be submitted to final and binding arbitration as the sole and exclusive means for final and binding resolution of any such controversy or dispute unless prohibited under applicable state law. Persons in privity with or claiming through, on behalf of or in the right of Franchisee include, but are not limited to, spouses and other family members, heirs, executors, representatives, shareholders, members, successors and assigns. In no event will persons in privity include other Snap-on franchisees who have signed separate franchise agreements with Snap-on.

A party's failure or refusal to resolve the controversy or dispute through mediation under Section 8.A. will not otherwise affect either party's obligation to arbitrate the dispute or controversy under this Section 8.B. A demand for arbitration must be made in writing within the applicable statute of limitation period; otherwise, the right to any remedy will be forever barred, as provided by applicable law and determined by the arbitrator.

Notwithstanding any other provision of this Agreement, arbitration under this Section 8 will be governed exclusively by the Federal Arbitration Act as amended (9 U.S.C. §§ 1 et seg.), and arbitration will take place according to the Commercial Arbitration Rules of the American Arbitration Association ("AAA Rules") in effect as of the date the demand for arbitration is filed. The AAA Rules may be found on the American Arbitration Association's web site at www.adr.org or by searching for those rules using a service such as www.google.com. The arbitration will be held at the office of the American Arbitration Association nearest the Snap-on Regional Sales Office to which Franchisee was assigned most recently prior to the demand for arbitration; provided, however, if such office is outside the state in which the Franchisee resides, Franchisee may cause the arbitration to be held within Franchisee's state of residence at a place mutually convenient to the parties and the arbitrator.

The arbitration will proceed before a single arbitrator. The arbitrator will be chosen in accordance with the AAA Rules. If the amount claimed by the party filing for arbitration both in the original demand for arbitration and in any amendment is less than Seventy-five Thousand Dollars (\$75,000.00), Snap-on will pay the fees and expenses of the arbitrator and filing fees and costs charged by the American Arbitration Association up to a maximum of Seven Thousand Five Hundred Dollars (\$7,500.00). Any amount in excess of Seven Thousand Five Hundred Dollars $(\$ 7,500.00)$ will be split equally by the parties. If the amount of the claim filed either in the original demand for arbitration or by amendment is for Seventy-five Thousand Dollars ( $\$ 75,000.00$ ) or more, the parties agree to split equally the fees and expenses of the arbitrator and the filing fees and costs charged by the American Arbitration Association. If Franchisee demonstrates that it is unable to pay its portion of these fees, expenses or costs, then the fees, expenses or costs will be reapportioned by the arbitrator in accordance with applicable law.

Unless otherwise agreed by the parties or ordered by the arbitrator, following a party's motion for additional discovery, pre-hearing discovery in any arbitration is limited to the following: (1) production of all documents that will be introduced at the hearing; (2) production of written or recorded statements that a party intends to introduce at the hearing; (3) production of all documents relied upon by experts who will testify at the hearing; (4) production by Franchisee of tax returns filed by Franchisee (including tax returns for a significant owner of Franchisee) for the last three (3) tax years; (5) production by Snap-on of Franchisee's statements of account balance with Snap-on for three (3) years prior to the filing of the arbitration; and (6) not more than two depositions per side.

Each party further agrees that, unless such a limitation is prohibited by applicable law, as determined by the arbitrator, a party will not be liable for punitive or exemplary damages and the arbitrator will have no authority to award the same. The award or decision by the arbitrator will be final and binding on the parties and may be enforced by judgment or order of a court of competent jurisdiction. The parties consent to the exercise of personal jurisdiction in the state where the arbitration took place. The parties consent to the exercise of personal jurisdiction over them by such courts for the purpose of carrying out this provision; and they waive any objections that they would otherwise have to the same.

The parties agree to arbitrate only controversies and disputes that are specific to Franchisee, or any person in privity with or claiming through, on behalf of or in the right of, Franchisee, and therefore Franchisee and Snap-on agree that (i) arbitration under this Section 8 will be brought on an individual basis only and may not be brought as a class or consolidated action or by way of joinder of separate parties unless all parties otherwise agree in writing, and absent such written agreement (ii) there will be no right or authority for any controversy or dispute to be brought, heard or arbitrated as a class, or consolidated action or by way of joinder of separate parties ("Class/Consolidated Action Waiver"). Notwithstanding any other provision of this Agreement or the AAA Rules, disputes regarding the validity, enforceability or breach of the Class/Consolidated Action Waiver may be resolved only by a civil court of competent jurisdiction and not by an arbitrator. No finding or stipulation of fact or law in any other arbitration shall be given preclusive or collateral estoppel effect in any arbitration hereunder. In no event shall the arbitrator have the right, power, jurisdiction or contractual authority to award any damages or relief in excess of or in addition to those damages suffered specifically by the parties to the arbitration or as otherwise provided by applicable law or this Agreement.

In any case in which (1) the dispute is filed as a class or consolidated action or by way of joinder of separate parties and (2) there is a final judicial determination that all or part of the Class/Consolidated Action Waiver is invalid or unenforceable, the class, consolidated action or joinder of separate parties to that extent must be litigated in a civil court of competent jurisdiction, but the portion of the Class/Consolidated Action Waiver that is enforceable will be enforced in arbitration.

In addition, in the event any other provision in this Section 8 is determined to be invalid or unenforceable as a matter of law, then it is the intention of the parties to this Agreement that such provision be deemed inoperative and stricken from this Agreement, and that the remainder of this Section 8, to the extent not legally invalid or unenforceable under applicable law, be enforced as written as if the invalid or unenforceable provision or provisions had not been included in this Section 8.

BY SIGNING BELOW, THE PARTIES AGREE THAT THEY ARE REQUIRED TO ARBITRATE CERTAIN DISPUTES AND CLAIMS AS SET FORTH IN THIS SECTION 8 AND ARE LIMITED IN THE MANNER IN WHICH THEY CAN SEEK RELIEF, INCLUDING THAT THEY EACH SPECIFICALLY WAIVE THEIR RIGHT TO BRING SUCH CLAIMS IN A COURT OF LAW AND TO HAVE A TRIAL BY JURY.
C. Provisional Remedies. Each party shall have the right to seek from an appropriate court provisional remedies including, but not limited to, temporary restraining orders, preliminary injunctions or replevin orders before, during or after arbitration. Neither party need await the outcome of the arbitration or selection of an arbitrator before seeking provisional remedies. Seeking any such remedies will not be deemed to be a waiver of either party's right to compel arbitration. Any such action will be brought by Snap-on or Franchisee in the county (or similar political unit) or federal judicial district where Franchisee resides, or where any property that may be the subject of the action is located. The parties consent to the exercise of personal jurisdiction over them by courts located there and to the propriety of venue in such courts for the purpose of carrying out this provision; they waive any objections that they would otherwise have to the same; and they waive the right to have any such action decided by a jury.
9. Joint and Several Liability. If Seller or Buyer consists of more than one individual or entity, their liability under this Agreement will be deemed to be joint and several.
10. Governing Law. Except to the extent that the Federal Arbitration Act applies in accordance with Paragraph 8, this Agreement will be governed by and construed in accordance with the law of the state in which the List of Calls is located, or if the List of Calls is located in more than one state, the state in which the majority of the stops on the List of Calls is located at the time this Agreement is executed.
11. Severability and Substitution. In addition to severability in Paragraph 8, in the event any provision of this Agreement is determined by a court of competent jurisdiction to be legally invalid or unenforceable under the law applicable in a particular case, then it is the intention of the parties to this Agreement that such provision be deemed inoperative and stricken from this Agreement, and that the remainder of this Agreement, to the extent not legally invalid or unenforceable under applicable law, be enforced as written and as if the invalid or unenforceable provision had not been included in this Agreement.
12. Legal Counsel. Buyer and Seller acknowledge that Buyer and Seller have had the opportunity to be advised by their own legal counsel regarding all aspects of this Consent to Transfer Agreement, including the enforceability of this Consent to Transfer Agreement and the release given by Seller herein, and intend to be bound by this Consent to Transfer Agreement.
13. Integrated Agreement. This Agreement represents the entire understanding between the parties and supersedes any previous understanding relating to the subject of this Agreement. This Agreement may be modified only by a writing signed by all parties.
14. Waiver. A waiver by any party to this Agreement will not be considered as a waiver of any subsequent default or breach of the same or other provisions of this Agreement. The failure by any party to this Agreement to object to or to take affirmative action with respect to, any conduct of the other which is in violation of this Agreement will not be construed as a waiver thereof, or of any future breach or subsequent wrongful conduct.
15. Execution in Counterparts. This Agreement will be considered enforceable even if separate copies are executed, so long as both parties receive an executed copy from the other party.

IN WITNESS WHEREOF, the parties have executed this Agreement on the dates shown, intending to be legally bound.

SELLER:
Corporate Seller

By:
Printed Name \& Title: $\qquad$
Date:
BUYER:
Corporate Buyer
$\qquad$
$\square$

## Individual Seller

SNAP-ON:
Snap-on Tools Company LLC

By:
Printed Name:
Title:_ Regional Manager
Date: $\qquad$

# Addendum to the Snap-on Tools Company LLC Consent to Transfer Agreement For California Sellers Only 

This Addendum to the Consent to Transfer Agreement (the "Consent Agreement") dated as of the Effective Date below, between SNAP-ON TOOLS COMPANY LLC ("Snap-on") and the undersigned Seller ("Seller") is entered into simultaneously with the execution of the Consent Agreement.

1. Section 5 of the Consent Agreement is deleted in its entirety and replaced with the following:

## 5. General Release by Seller. PLEASE READ CAREFULLY. THIS AGREEMENT

 CONTAINS A RELEASE OF KNOWN AND UNKNOWN CLAIMS. Seller (for Seller and any person in privity with or claiming through, on behalf of, or in the right of Seller, including but not limited to, spouses and other family, representatives, successors and assigns) RELEASES and FULLY DISCHARGES Snap-on (itself and its affiliates, and all of their respective past and current parent companies, subsidiaries, affiliates, agents, employees, officers, directors, partners, principals, members, shareholders, representatives, attorneys, insurers, reinsurers, estates, executors, administrators, heirs, successors and assigns, if any, and any persons acting by or through, under or in concert with them) from and against any and all claims, allegations, causes of action, obligations, losses, damages or liabilities of every kind, relating to or arising out of any action, omission or representation or other basis of liability in tort or contract or under any state or federal law or regulation, that Seller may have against Snap-on, whether known or unknown, whether currently existing or hereafter asserted, including, but not limited to claims based upon or relating to the entry into, performance (or failure to perform) under the Franchise Agreement or any other agreement or understanding between Seller and Snap-on or any of Snap-on's affiliates.Notwithstanding anything above to the contrary, this Agreement will not impair, release or extinguish the representations, warranties and agreements made or affirmed in this Agreement.

Each releasing party pursuant to the foregoing general release acknowledges that they may have sustained damages, expenses and losses in connection with the released Claims which are presently unknown or not suspected and that such damages, expenses and losses, if any, may give rise to additional damages, expenses and losses in the future which are not now anticipated by them. EACH RELEASING PARTY ACKNOWLEDGES THAT THIS AGREEMENT AND THE FOREGOING RELEASE HAVE BEEN AGREED UPON IN LIGHT OF THIS REALIZATION. BEING FULLY ADVISED THEREOF, EACH RELEASING PARTY HEREBY AGREES THAT THIS AGREEMENT AND THE FOREGOING RELEASE APPLY TO ALL UNKNOWN OR UNANTICIPATED DAMAGES, EXPENSES AND LOSSES. EXCEPT AS OTHERWISE PROVIDED IN THIS AGREEMENT, EACH RELEASING PARTY EXPRESSLY WAIVES ANY AND ALL RIGHTS THAT THEY MAY HAVE UNDER ANY STATE OR COMMON LAW PRINCIPLE WHICH WOULD LIMIT THE EFFECT OF THE FOREGOING RELEASE TO THOSE CLAIMS ACTUALLY KNOWN OR SUSPECTED TO EXIST AT THE TIME OF EXECUTION OF THIS AGREEMENT, INCLUDING THE PROVISIONS OF SECTION 1542 OF THE CALIFORNIA CIVIL CODE, TO THE EXTENT APPLICABLE, WHICH PROVIDES AS FOLLOWS:

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## FAVOR AT THE TIME OF EXECUTING THE RELEASE, WHICH IF KNOWN BY HIM MUST HAVE MATERIALLY AFFECTED HIS SETTLEMENT WITH THE DEBTOR."

Each releasing party understands, acknowledges and agrees that the significance and consequence of this waiver of Section 1542 of the California Civil Code is that even if they, or any of them, should eventually suffer additional damages arising out of or relating to the released Claims, they will not be able to make any claim for those damages. Furthermore, each releasing party acknowledges and agrees that they, and each of them, intend theses consequences even as to claims for damages that may exist as of the date of this release but which they do not know exist, and which, if known, would materially affect their decision to execute this release, regardless of whether releasing parties' lack of knowledge is the result of ignorance, oversight, error, negligence, or any other cause.
2. Section 8.B, the Arbitration Provision, of the Consent Agreement is supplemented, amended and modified by adding the following voluntary agreement:

Franchisees are not employees of Snap-on and have not entered into an employment relationship with Snap-on and as such are not entitled to recover or seek any wages or assert wage claims of any kind against Snap-on. Nevertheless, in the event any claim alleging a failure by Snap-on or any past or present employee, officer, director, agent or affiliate of Snap-onto comply with California or Federal wage and hours laws including any claim for a failure to comply with obligations under the: Fair Labor Standards Act (including the Equal Pay Act); California Labor Code; California Business \& Professions Code Section 17200-17210; and the California Industrial Wage Orders (hereinafter "Compensation Claim") is asserted by the Seller it shall be submitted to binding arbitration under the following procedures:

Any Compensation Claim will be submitted to final and binding arbitration as the sole and exclusive means for final and binding resolution of any such controversy or dispute. The only exceptions to binding arbitration shall be for claims arising under the National Labor Relations Act which are brought before the National Labor Relations Board, claims for medical and disability benefits under the California Workers' Compensation Act, claims for benefits brought before the Employment Development Department, claims for wages brought before the California Labor Commissioner, or other claims that are not subject to arbitration under law. Moreover, nothing herein shall prevent Seller from filing a charge or complaint with the United States Equal Employment Opportunity Commission, the California Department of Fair Employment and Housing, or any local agency that allows Seller to file an administrative charge or complaint. Once the agency's proceedings are completed, however, if the Seller wishes to pursue the matter further the Seller must do so under this agreement.

A party's failure or refusal to resolve the controversy or dispute through mediation under Section 8.A. will not otherwise affect either party's obligation to arbitrate the dispute or controversy under this Section 8.B. A demand for arbitration of Compensation Claims must be made in writing within the applicable statute of limitation period; otherwise, the right to any remedy will be forever barred, as provided by applicable law and determined by the arbitrator.

Notwithstanding any other provision of this Agreement, arbitration under this Section 8 will be governed exclusively by the Federal Arbitration Act as amended (9 U.S.C. §§ 1 et seg.), in conformity with the procedures of the California Arbitration Act ("Act"), which is found at California Code of Civil Procedure section 1280 and following sections, including section 1283.05 and all of the Act's other mandatory and permissive rights to discovery. In any arbitration proceeding under this agreement, all California rules of pleading (including the right of demurrer), all rules of evidence, all rights to resolution of the dispute by means of motions for summary judgment, judgment on the pleadings, and judgment under Code of Civil Procedure Section 631.8 shall apply and be observed, unless the parties mutually agree otherwise. The arbitration will be held within Seller's state of residence at a place mutually convenient to the parties and the arbitrator.

At the beginning of any arbitration process under this agreement, the parties will need to select an arbitrator by mutual agreement. Such an arbitrator shall be a retired California Superior Court Judge, or another qualified and impartial person mutually selected by the Parties. In the even the Parties cannot agree on the selection of an arbitrator, they will mutually select an alternative dispute resolution provider and request from that provider a list of an odd number of potential arbitrators. From that list the Parties will alternatively strike arbitrators, with Snap-on going first, until one arbitrator is left. That arbitrator shall be the arbitrator who will hear the case. If the Parties cannot agree on an alternative dispute resolution provider, an arbitrator will be appointed according to law.

The arbitrator shall have the immunity of a judicial officer from civil liability when acting in the capacity of an arbitrator, which immunity supplements any other existing immunity. Likewise, all communications during or in connection with the arbitration proceedings are privileged in accordance with California Civil Code Section 47(b). The arbitrator's award(s) shall include the arbitrator's written reasoned opinion. Resolution of all disputes shall be based solely upon the law governing the claims and defenses pleaded, and the arbitrator may not invoke any basis (including but not limited to, notions of "just cause") other than such controlling law.

Snap-on will pay the arbitrator's fees and other costs relating to the arbitration forum but the Parties will be responsible for their own costs and for their own attorneys' fees should they choose to be represented by counsel, unless the arbitrator shifts one party's costs and attorneys' fees to the other party in accordance with applicable law.

The award or decision by the arbitrator will be final and binding on the Parties and may be enforced by judgment or order of a court of competent jurisdiction. The Parties consent to the exercise of personal jurisdiction in the state where the arbitration took place. The Parties consent to the exercise of personal jurisdiction over them by such courts for the purpose of carrying out this provision; and they waive any objections that they would otherwise have to the same.

The Parties agree to arbitrate only Compensation Claims that are specific to Seller, or any person in privity with or claiming through, on behalf of or in the right of, Seller, and therefore Seller and Snap-on agree that (i) arbitration under this Section 8 will be brought on an individual basis only and may not be brought as a class or consolidated action or by way of joinder of separate parties unless all parties otherwise agree in writing, and absent such written agreement (ii) there will be no right or authority for any controversy or dispute to be brought, heard or arbitrated as a class, or consolidated action or by way of joinder of separate parties ("Class/Consolidated Action Waiver"). Notwithstanding any other provision of this Agreement or the rules of any arbitration provider selected by the parties, disputes regarding the validity, enforceability or breach of the Class/Consolidated Action Waiver may be resolved only by a civil court of competent jurisdiction and not by an arbitrator. No finding or stipulation of fact or law in any other arbitration shall be given preclusive or collateral estoppel effect in any arbitration hereunder. In no event shall the arbitrator have the right, power, jurisdiction or contractual authority to award any damages or relief in excess of or in addition to those damages suffered specifically by the parties to the arbitration or as otherwise provided by applicable law or this Agreement.

Representative actions for civil penalties filed under the California Private Attorney General Act ("PAGA") are included and covered by the Class/Consolidated Action Waiver and may only be brought in an individual capacity if doing so is permitted by applicable law. If applicable law does not permit PAGA claims to be compelled into individual arbitrations then the PAGA claim shall be severed and stayed until the completion of the arbitration of the individual claims.

In any case in which (1) the dispute is filed as a class or consolidated or PAGA action or by way of joinder of separate parties and (2) there is a final judicial determination that all or part of the Class/Consolidated Action Waiver is invalid or unenforceable, the class, consolidated, or PAGA action or joinder of separate parties to that extent must be litigated in a civil court of competent jurisdiction, but the portion of the Class/Consolidated Action Waiver that is enforceable will be enforced in arbitration.

In addition, in the event any other provision in this Section 8 is determined to be invalid or unenforceable as a matter of law, then it is the intention of the parties to this Agreement that such provision be deemed inoperative and stricken from this Agreement, and that the remainder of this Section 8 , to the extent not legally invalid or unenforceable under applicable law, be enforced as written as if the invalid or unenforceable provision or provisions had not been included in this Section 8.
3. Except as expressly modified by this Addendum, the Consent Agreement remains unmodified and in full force and effect.

IN WITNESS WHEREOF, the parties hereto have executed this Addendum effective as of (the "Effective Date"), and expressly agree to supplement, amend, and modify the Consent Agreement pursuant to the terms of this Addendum. The parties affirm that the decision to enter into this amendment is voluntary and not mandated as a condition of securing the franchise.

## SELLER:

SNAP-ON TOOLS COMPANY LLC
[CORPORATE NAME]
$\qquad$
Printed Name \& Title: $\qquad$ Printed Name \& Title: $\qquad$

## APPENDIX J

## List of State Administrators



## Calfornia

Financial Protection and
ancial Protection and nnovation

One Sansome Street
suite 600
San Francisco, CA 94104-4428
Hawaii
Department of Commerce and Consumer Affairs
Business Registration Division
335 Merchant Street
Room 203
Honolulu, HI 96813

## linois

Office of the Attorney General
Franchise Division
500 South Second Street
Springfield, IL 62701

Secretary of State 302 West Washington Street Room E-111
Indianapolis, IN 46204

## owa

Director of Regulated Industries Unit
lowa Securities Bureau
1963 Bell Avenue, Suite 100
Des Moines, IA 50315

## Maine

epartment of Professional \&
ancial Regulation
Division
76 Northern Avenue
Gardiner, ME 04345

## Maryland

Office of the Attorney General
Division of Securities
200 St. Paul Place
Baltimore, MD 21202-2020

## Michigan

Michigan Attorney General
Consumer Protection Division
Attention: Franchise Section
525 W. Ottawa Street
G. Mennen Williams Building 1st Floor
Lansing, MI 48913

## Minnesota

Commissioner of Commerce
Minnesota Department of
Commerce
Securities Unit
$857^{\text {th }}$ Place East
Suite 280
St. Paul, MN 55101

## Nebraska

Department of Banking and Finance
1526 K Street, Suite 300
Lincoln, NE 68508

## New York

New York State Dept. of Law Investor Protection Bureau 28 Liberty Street-15 $5^{\text {th }}$ Floor New York, NY 10005

## North Carolina

Department of the Secretary of State
2 South Salisbury Street
Raleigh, NC 27601-2903
North Dakota

North Dakota Securities
Commissioner
600 East Boulevard, $5^{\text {th }}$ Floor
Bismarck, ND 58505-0510

## Oregon

Department of Consumer and
Business Services
Division of Finance and
Corporate Securities
Labor and Industries Building
350 Winter Street NE-2 ${ }^{\text {nd }}$ Floor
P.O. Box 14480

Salem, OR 97309-0405

## Rhode Island

Rhode Island Department of Business Regulation
Division of Securities
1511 Pontiac Avenue, Bldg 68-2
Cranston, RI 02920

## South Dakota

Division of Insurance
Securities Regulation
124 S. Euclid Avenue, $2^{\text {nd }}$ Floor
Pierre, SD 57501

## Texas

Statutory Document Section
Secretary of State
P.O. Box 13550

Austin, TX 78711

## Utah

Department of Commerce
Division of Consumer Protection
160 East 300 South, $2^{\text {nd }}$ Floor
SM Box 146704
Salt Lake City, UT 84114-6704

## Virginia

State Corporation Commission
Director, Division of Securities
and Retail Franchising
1300 East Main Street
Tyler Building
$9^{\text {th }}$ Floor
Richmond, VA 23219

## Washington

Director of the Department of
Financial Institutions
Securities Division
150 Israel Road SW
Tumwater, WA 98501

## Wisconsin

Commissioner of Securities
Securities and Franchise
Registration
P.O. Box 1768

Madison, WI 53701-1768

## APPENDIX K

## List of Agents for Service of Process for Snap-on

| Alabama | Delaware |
| :---: | :---: |
| CT Corporation System | The Corporation Trust Company Corporation Trust Center 1209 Orange Street Wilmington, DE 19801 |
| 2 North Jackson Street |  |
| Suite 605 |  |
| Montgomery, AL 36104 |  |
| Alaska | District of Columbia |
| CT Corporation System | CT Corporation System $10155^{\text {th }}$ Street NW <br> Suite 1000 <br> Washington, D.C. 20005 |
| 9360 Glacier Highway |  |
| Suite 202 |  |
| Juneau, AK 99801 |  |
| Arizona | Florida |
| CT Corporation System | CT Corporation System 1200 South Pine Island Road Plantation, FL 33324 |
| 3800 N. Central Avenue |  |
| Suite 460 |  |
| Phoenix, AZ 85012 | Georgia |
| Arkansas | CT Corporation System 289 S. Culver Street Lawrenceville, GA 30046-4805 |
| CT Corporation System |  |
| 124 West Capitol Avenue |  |
| Suite 1900 | Hawaii |
| Little Rock, AR 72201-3736 | The Corporation Company, Inc. 1136 Union Mall, Suite 301 Honolulu, HI 96813 |
| California |  |
| CT Corporation System 330 N. Brand Blvd. |  |
| Suite 700 | and |
| Glendale, CA 91203-2336 |  |
| and | Commissioner of Securities of the State of Hawaii |
| California Commissioner of the | Department of Commerce and Consumer Affairs |
| Department of Financial | Business Registration Division |
| Protection and Innovation | 335 Merchant Street |
| One Sansome Street | Room 203 Honolulu, HI 96813 |
| Suite 600 |  |
| San Francisco, CA 94104-4428 | Idaho |
| Colorado | CT Corporation System 921 S. Orchard Street Suite G Boise, ID 83705 |
| CT Corporation System |  |
| 7700 E. Arapahoe Road |  |
| Suite 220 |  |
| Centennial, CO 80112-1268 |  |
| Connecticut |  |
| CT Corporation System |  |
| 67 Burnside Ave |  |
| East Hartford, CT 06108-3408 |  |

## Illinois

CT Corporation System 208 S. LaSalle Street Suite 814
Chicago, IL 60604
and
Illinois Attorney General 500 South Second Street Springfield, IL 62701

## Indiana

CT Corporation System 334 N. Senate Avenue Indianapolis, IN 46204-1708

## lowa

CT Corporation System
400 East Court Avenue
Suite 110
Des Moines, IA 50309

## Kansas

CT Corporation System 112 SW $7^{\text {th }}$ Street, Suite 3C Topeka, KS 66603

## Kentucky

CT Corporation System 306 W. Main Street, Suite 512 Frankfort, KY 40601

## Louisiana

CT Corporation System 3867 Plaza Tower Drive Baton Rouge, LA 70816-4378

## Maine

CT Corporation System 128 State St \#3
Augusta, ME 04330
and
Securities Administrator 76 Northern Avenue Gardiner, ME 04345

| Maryland |
| :---: |
| The Corporation Trust Incorporated |
| 2405 York Road, Suite 201 |
| Lutherville Timonium, MD |
| 21293-2264 |
| and |
| Securities Commissioner |
| Division of Securities |
| 200 St. Paul Place |
| $25^{\text {th }}$ Floor |
| Baltimore, MD 21202-2020 |
| Massachusetts |
| CT Corporation System 155 Federal Street Suite 700 <br> Boston MA 02110 |
|  |  |
|  |  |
|  |  |
|  |
|  |
|  |
|  |
|  |
| and |
| Corporations Division Director |
| Corporations, Securities \& Licensing Bureau/LARA |
| P.O. Box 30054 |
| Lansing, Ml 48909 |
| Minnesota |
| CT Corporation System, Inc. 1010 Dale Street N <br> Saint Paul, MN 55117-5603 |
|  |  |
|  |
| Commissioner of Commerce$857^{\text {th }}$ Place East |
|  |  |
|  |
| St. Paul, MN 55101 |
| Mississippi |
| CT Corporation System |
| 645 Lakeland East Drive |
| Suite 101 |
| Flowood, MS 39232 |

## aryland

Incorporated
2405 York Road, Suite 201
Lutherville Timonium, MD
21293-2264
and
Securities Commissioner
Division of Securities
200 St. Paul Place
$25^{\text {th }}$ Floor
Baltimore, MD 21202-2020

## CT Corporation System <br> 155 Federal Street <br> Suite 700 <br> oston, MA 02110 <br> Michigan <br> The Corporation Company <br> 40600 Ann Arbor Road E <br> Suite 201 <br> Plymouth, MI 48170-4675

and
Corporations Division Director
Corporations, Securities \&
Licensing Bureau/LARA
P.O. Box 30054

Minnesota
CT Corporation System, Inc.
1010 Dale Street N
Saint Paul, MN 55117-5603

Commissioner of Commerce
$857^{\text {th }}$ Place East
Suite 280

Mississippi
CT Corporation System
akeland East Drive

Flowood, MS 39232

## Missouri

CT Corporation System 120 South Central Avenue Clayton, MO 63105

| Montana |
| :--- |
| CT Corporation System |
| 3011 American Way |
| Missoula, MT 59808 |
| Nebraska |

CT Corporation System 5601 South $59^{\text {th }}$ Street, Suite C Lincoln, NE 68516

## Nevada

CT Corporation System
701 S. Carson Street
Suite 200
Carson City, NV 89701

## New Hampshire

CT Corporation System $21 ⁄ 2$ Beacon Street Concord, NH 03301-4447

## New Jersey

CT Corporation System
820 Bear Tavern Road
West Trenton, NJ 08628

## New Mexico

CT Corporation System 206 S. Coronado Ave.
Espanola, NM 87532-2792

## New York

CT Corporation System
28 Liberty Street, $15^{\text {th }}$ Floor
New York, NY 10005

## North Carolina

CT Corporation System
160 Mine Lake Ct, Suite 200
Raleigh, NC 27615-6417
and
North Carolina Secretary of State
2 South Salisbury Street
Raleigh, NC 27601-2903

## North Dakota

CT Corporation System
120 W Sweet Avenue
Bismarck, ND 58504-5566
and
North Dakota Securities Commissioner 600 East Boulevard, $5^{\text {th }}$ Floor Bismarck, ND 58505-0510

## Ohio

CT Corporation System 4400 Easton Commons Way Suite 125
Columbus, OH 43219

## Oklahoma

The Corporation Company 1833 South Morgan Road Oklahoma City, OK 73128

## Oregon

CT Corporation System 780 Commercial Street SE Suite 100
Salem, OR 97301-3465

## Pennsylvania

CT Corporation System
600 N. $2^{\text {nd }}$ Street, Suite 401
Harrisburg, PA 17101-1071

## Puerto Rico

CT Corporation System
361 San Francisco Street,
$4^{\text {th }}$ Floor
Old San Juan, PR 00901

## Rhode Island

CT Corporation System 450 Veterans Memorial Highway Suite 7A
East Providence, RI 02914
and
Rhode Island Director of Business Regulation Division of Securities 1511 Pontiac Avenue, Bldg 68-2 Cranston, RI 02920-4407

## South Carolina

CT Corporation System
2 Office Park Court, Suite 103
Columbia, SC 29223

## South Dakota

CT Corporation System
319 South Coteau Street
Pierre, SD 57501
and
Director of the Division of Insurance
124 S. Euclid Avenue
$2^{\text {nd }}$ Floor
Pierre, SD 57501

## Tennessee

CT Corporation System
300 Montvue Road
Knoxville, TN 37919-5546

## Texas

CT Corporation System 1999 Bryan Street
Suite 900
Dallas, TX 75201

| Utah |
| :--- |
| CT Corporation System |
| 1108 East South Union Avenue |
| Midvale, UT 84047 |

## Vermont

CT Corporation System
17 GW Tatro Drive
Jeffersonville, VT 05464-9919

## Virginia

CT Corporation System
4701 Cox Road
Suite 285
Glen Allen, VA 23060-6802
and
Clerk of the State Corporation Commission
1300 East Main Street
$1^{\text {st }}$ Floor
Richmond, VA 23219

## Washington

CT Corporation System
711 Capitol Way
Suite 204
Olympia, WA 98501-1267
and
Director of the Department of Financial Institutions
Securities Division
150 Israel Road SW
Tumwater, WA 98501

## West Virginia

CT Corporation System 5098 Washington Street W.
Suite 407
Charleston, WV 25313-1561

## Wisconsin

CT Corporation System
301 S. Bedford Street
Suite 1
Madison, WI 53703
and
Commissioner of Securities
Securities and Franchise Registration
Wisconsin Securities
Commission
P.O. Box 1768

Madison, WI 53701-1768

Wyoming<br>CT Corporation System<br>1908 Thomas Avenue<br>Cheyenne, WY 82001-3527

## Franchise Brand Handbook Table of Contents

I. Introduction and Training
A. The Snap-on ${ }^{\circledR}$ Franchise Brand Handbook ..... 1.

1. Updates ..... 1.
2. Confidentiality ..... 1.
3. Internet and Electronic Communication ..... 1.
4. E-mail Services and Web Page ..... 2.
B. Training of Franchisees ..... 2.
5. Franchise Store Management Training ..... 2.
6. Continuing Training ..... 3.
II. Policies and Procedures Regarding List of Calls
A. Franchisee's List of Calls ..... 5.
7. Description of List of Calls ..... 5.
8. Industrial Accounts ..... 5.
9. School Sales Program ..... 6.
10. National Accounts Program ..... 6.
11. Racing Teams ..... 6.
B. List of Calls Surveys ..... 6.
C. Insufficient List of Calls ..... 6.
D. Adjustments to a Franchisee's List of Calls ..... 7.
12. Adjustments You Request ..... 7.
13. Adjustments Made by Snap-on ..... 7.
14. Significant Adjustment by Mutual Agreement ..... 7.
III. Requirements and Restrictions Relating to Franchisees
A. Requirements Relating to Your Van and Other Vehicles ..... 8.
15. Purchase or Lease of Van ..... 8.
16. Van Safety and Security Systems ..... 8.
17. Appearance and Maintenance of Van and Other Vehicles ..... 9.
B. Franchisee Computer ..... 9.
18. Technology Package / Hardware Package ..... 9.
19. POS Application ..... 10.
20. Use of POS Application ..... 10.
C. Insurance Requirements ..... 11.
D. Requirements Relating to Licenses and Permits ..... 12.
E. Sales Tax ..... 12.
F. Hazardous Materials Requirements (D.O.T.) ..... 12.
G. Maintenance of Business Records and Accounts ..... 12.
21. Records to be Maintained by Franchisee ..... 12.
22. Accounting Service ..... 13.
H. Business Bank Accounts ..... 13.
I. Dress and Personal Appearance ..... 14.
J. Minimum Service Requirements ..... 14.
23. Vacation ..... 14.
24. Customer Service ..... 14.
K. Franchisee Inventories ..... 14.
25. Size Requirements and Suggestions ..... 14.
26. Annual Inventories ..... 15.
L. Use of Snap-on Name and/or Trademark by Franchisees ..... 15.
27. Use of Snap-on Name ..... 15.
28. Telephone and Electronic Business Listings ..... 15.
29. Snap-on Trademarks ..... 15.
30. Advertising by Snap-on Franchisees ..... 16.
M. Franchisees Doing Business as Corporations ..... 16.
N. Franchisee Employees ..... 16.
O. Drug and Alcohol Policy / Professional Behavior ..... 17.
P. Role of Franchisees in Recruiting Prospective Franchisees ..... 17.
31. Referral of Prospective Franchisees ..... 17.
32. Franchisee Contact with Prospective Franchisees ..... 17.
Q. Confidentiality of the Handbook, and Snap-on Training and Procedures ..... 17.
R. Franchisee Email and Internet Sales ..... 17.
IV. Policies and Procedures Regarding Merchandise
Overview ..... 19.
A. Ordering Merchandise ..... 19.
33. Placing the Order ..... 19.
34. Shipping Procedures and Charges ..... 19.
35. Freight Loss / Damage Claims ..... 20.
36. Documentation ..... 20.
B. Pricing and Discounts ..... 20.
37. Product Discounts ..... 20.
38. Cash Discount ..... 21.
39. Rewards Program ..... 21.
40. Suggested Price Lists ..... 23.
C. Restrictions on the Sale of Certain Items ..... 23.
D. Submission of New Tool Ideas ..... 23.
E. Trade-ins ..... 23.
F. Returned Merchandise ..... 23.
41. Returns during the Normal Course of Business ..... 23.
42. Customer Returns ..... 25.
43. Franchisee Returns at Termination of the Franchise ..... 25.
G. Warranties ..... 25.
44. Warranty for Products ..... 25.
45. Non-Snap-on Tools ..... 26.
H. Special Repair and Replacement Policies ..... 27.
46. Flat Rate Repairs ..... 27.
47. Warranty Tool Program ..... 27.
I. Standard Repair Procedures ..... 28.
48. Repair Center Repairs ..... 28.
49. Other Repairs ..... 29.
50. Parts Ordering ..... 29.
J. Product Liability Claims and Product Recalls ..... 29.
51. Product Liability Claims ..... 29.
52. Product Recalls ..... 29.
K. Freight Policy ..... 29.
L. Procedures for Filing Freight Loss / Damage Claims ..... 30.
V. Sales and Marketing Programs
Overview ..... 33.
A. Customer-Driven Selling Program ..... 33.
B. Featured Products ..... 33.
C. New Products ..... 33.
D. Advertising by Snap-on ..... 33.
E. Contests, Sweepstakes, Prizes, and Awards ..... 34.
F. Merchandising and Promotional Aids ..... 34.
53. Gift Card Program ..... 34.
54. Catalogs ..... 34.
55. Demonstration Props ..... 34.
56. Merchandising Programs and Materials ..... 34.
57. Hot Tools Program ..... 34.
58. Promotional Items ..... 34.
G. Demonstrator Program ..... 35.
59. The Program ..... 35.
60. Procedures ..... 35.
H. Snap-on Diagnostics \& Information Sales Program ..... 35.
61. The Program ..... 35.
62. Procedures ..... 35.
I. Snap-on Equipment ..... 36.
63. The Program ..... 36.
64. Procedures ..... 36.
J. Franchisee Web Page ..... 36.
65. The Program ..... 36.
66. Policies and Procedures ..... 36.
67. Advertising the Franchisee Web Page ..... 36.
K. Snap-on Website - www.snapon.com ..... 37.
68. The Program ..... 37.
VI. Revolving Accounts and Open Accounts Overview ..... 38.
A. Revolving Account Program ..... 38.
69. Establishing the Revolving Account ..... 38.
70. Maintaining and Collecting Revolving Accounts ..... 39.
71. RA Transfers ..... 40.
72. RA Skip Accounts ..... 41.
73. Repossession ..... 41.
B. Open Account Program ..... 41.
74. Policies and Procedures Regarding the Open Account Program ..... 41.
75. Open Account Invoice ..... 42.
76. Assignment of Open Account ..... 42.
77. Non-Payment Open Account ..... 42.
VII. Franchisee Statement and Payment Requirements Introduction ..... 43.
A. Credit Limits ..... 43.
B. Franchise Hold Policy ..... 44.
C. Minimum Payment Due ..... 44.
D. Application of Credits/Payments Received ..... 45.
E. Statement Updates / Timing for Final Statement / EC Contract Purchase Timing ..... 45.
F. Business Reserve ..... 45.
G. Franchisee Statement Highlights ..... 46.
78. Franchisee Statement - Condensed Summary ..... 46.
79. Franchisee Statement - Summary Tab ..... 46.
80. Franchisee Statement - Invoiced This Week Tab ..... 46.
81. Franchisee Statement - Invoice Details Tab ..... 46.
82. Franchisee Statement - Paid Tab ..... 47.
83. Franchisee Statement - Rewards Tab ..... 47.
84. Franchisee Statement - Management Report Tab ..... 47.
85. Franchisee Statement - Reports Tab ..... 47.
86. Franchisee Statement - History Tab ..... 47.
87. Franchisee Statement - Help Button ..... 47.
H. RA Financing Program Credits / Charges ..... 47.
VIII. Inventory Protection, Insurance and Stock Ownership Plan
A. Policies and Procedures Regarding Franchisee's Insurance and Other CoveragePrograms48.
88. Franchisee Inventory Coverage ..... 48.
89. Other Required Coverage ..... 49.
90. Major Medical Insurance and Disability Insurance ..... 50.
91. Automatic Coverage for Franchisees ..... 51.
92. Family Assistance Program ..... 51.
B. Franchisee Retirement Programs, Including Simplified Employee Pension (SEP) Plan ..... 52.
C. Snap-on Franchisee Stock Purchase Plan Policies and Procedures ..... 52.
IX. Franchisee Dispute Resolution Procedures
Overview ..... 53.
A. Internal ..... 53.
93. Snap-on Ombuds Program ..... 53.
94. Mediation ..... 53.
B. Arbitration ..... 53.
X. Transfer of Franchises, Trust Policy and Survivorship Policy
A. Transfer of Franchises ..... 54.
B. Trust Policy ..... 54.
C. Survivorship Policy ..... 54.
XI. Snap-on Tools National Franchisee Advisory Council Overview ..... 55.
XII. Additional Franchise and Franchisee Assistants
A. Additional Franchise ..... 56.
B. Franchisee Assistants ..... 56.
XIII. Appendix
Van Specifications ..... 58.
Van Safety/Security Package ..... 64.
Recommended Filing System and Supply List ..... 66.
Business Records ..... 68.
Customer Statement - Chrome ..... 70.
Service Order - Chrome ..... 73.
Invoice - Chrome ..... 74.
Open Account Invoice - Chrome ..... 75.
UCC1 ..... 76.

## APPENDIX L. 2

Contents
Snap-on Credit Program Manual-Table of Contents .....  i
I. INTRODUCTION AND TRAINING ..... 1
A. The Program Manual for Snap-on Credit Products ..... 1
1.Updates ..... 1
2.Confidentiality ..... 1
3.Plural usage ..... 1
4.Internet and Electronic Communication. ..... 2
5.E-mail Services, Web Page, and Electronic Communications ..... 2
6.Devices \& Security ..... 2
B. Training of Franchisees ..... 2
1.Initial Training ..... 3
2.Continuing Program Training ..... 3
3.Compliance Training ..... 3
II. CREDIT PROGRAM ADVERTISING OR OTHER ACTIVITIES ..... 3
A. Use of Snap-on Credit Name by Franchisees ..... 3
1.Use of Snap-on Credit Name \& Logo ..... 3
2.Telephone and Electronic Business Listings \& Advertising ..... 3
3.Advertising by Snap-on Franchisees ..... 3
4. Legal Actions and outsourced collections against customers. ..... 4
III. SNAP-ON CREDIT PROGRAMS ..... 4
A. Extended Credit (EC) Program ..... 4
Use of the POS Application for the EC Program ..... 5
EC Program Details ..... 5
1.Credit Approval Process. ..... 6
2.The EC Contract (Credit Sale Contract) ..... 8
3.Assigning the EC Contract. ..... 11
4.Collecting, Accepting and Remitting Payments ..... 11
5.Franchisee Loss Reserve ..... 12
6.Delinquency and Losses regarding EC contracts held by Snap-on Credit. ..... 12
7.Repossession Procedures, Recourse and Loss Sharing Obligation of Franchisee (if Products are
Repossessed) ..... 14
8.Income, Sales Taxes and other taxes. ..... 18
9.Extension of Due Date on EC Payments. ..... 18
10. Servicemembers Civil Relief Act ("SCRA") ..... 18
11. EC Customer Information Changes ..... 18
12. Transfer Policy ..... 18
B. Rewards Program, SBEC and other Full Recourse or Promotional Programs ..... 19
C. Subscription Program ..... 19
IV. FRANCHISE FINANCE PROGRAM ..... 20
A. General ..... 20
1.Payment Schedule ..... 20
2.Program Van Leases ..... 20
B. Requirements Relating to Franchisee Van ..... 20
1.Purchase or Lease of Van. ..... 20
C. Franchise Finance Loan Products (Existing Franchisees) ..... 21
D. Franchise Finance Loan Products (New Franchises). ..... 21
V. OPERATIONAL AND COMPLIANCE PRACTICES FOR THE CREDIT PROGRAMS ..... 22
A. Originations Practices ..... 22
B. Communications with Customers ..... 23
C. Payment, Collections \& Repossession Practices ..... 23
D. Data Privacy and Data Protection ..... 25
E. Federal and State Legal Requirements ..... 26
VI. GENERAL OPERATIONS ..... 26
A. Maintenance of Business Records and Accounts ..... 26
Records to be maintained by Franchisee. ..... 26
Right of Snap-on Credit to Inspect and/or Audit Franchisee Records. ..... 26
B. Business Bank Accounts ..... 27
C. Service Requirements ..... 27
1.Vacation Policy ..... 27
2. Customer Service Requirements ..... 27
D. Requirements and Restrictions Relating to Franchisees Acting Other Than as Individuals ..... 27
1.Franchisees wishing to do Business as Corporations ..... 27
2.Authorization of Franchisee's Employees. ..... 28
E. Drug and Alcohol Policy / Professional Behavior ..... 28
F. Insurance Requirements ..... 28
G. Statement Updates/Timing for Final Statement/EC Contract Purchase Timing ..... 28
VII. CUSTOMER/FRANCHISEE COMPLAINT PROCEDURES ..... 28
A. Customer Complaints Regarding Snap-on Credit ..... 28
B. Customer and Franchisee Complaints ..... 29
VIII. FRANCHISEE DISPUTE RESOLUTION PROCEDURES ..... 29
A. Internal ..... 29
B. Mediation. ..... 29
C. Arbitration ..... 29
IX. APPENDIX ..... 30
A. Van Lease forms ..... 31
Annual Maintenance Inspection / Used Truck Appraisal ..... 31
31
B. Sample Forms and notices ..... 37
EC VERIFICATION LETTER ..... 38
Notice of Disposition Letter - FD-137C ..... 40
Notice to Franchisee of Repossession - FD-133 ..... 41
FMV Worksheet (Extended Credit Return of Merchandise) ..... 42
Customer Accounting Letter - Proceeds of Sale FD-138 ..... 43
Post Repossession 21 Day Letter - FD-190 ..... 44
SUBSTITUTION OF MERCHANDISE FORM ..... 46
UCC1 ..... 47

## APPENDIX M

## CLAIMS REPRESENTATIONS FORM

1. Were any oral, written or visual claims, warranties or representations made which contradicted the Disclosure Document?
$\square$ Yes
$\square$ No
$\qquad$
$\qquad$
$\qquad$
(If none, Franchisee shall write, "NONE.")
2. Except for the information provided in the Disclosure Document, no oral, written or visual claims, warranties or representations, that stated earnings, income, sales, revenues, expenses, costs or profit levels were made to me by a Snap-on manager, except:
$\qquad$
$\qquad$
$\qquad$
(If none, Franchisee shall write, "NONE.")

## FRANCHISEE:

$B y:$
(Franchisee's Signature)
(Typed Name and Title)
(Date)

## APPENDIX N

## Worksheet

This is a sample worksheet for you to use in your evaluation of the franchise business. The references to this disclosure document items are meant to aid you in your due diligence. Appendix E is a list of all franchisees of Snap-on as of January 1, 2022, and you may want to contact one or more of them as an additional source of information in determining your estimates. You should not assume your route will have the same numbers or types of customers, or be located in a similar area to that of any franchisee you elect to contact. You need to conduct your own investigation about the business and the route you will operate in conjunction with your personal business and legal advisor.

| Paid Sales | If referencing Annual Paid Sales information (FDD Item 19) then deduct estimated sales tax |  | \$ |
| :---: | :---: | :---: | :---: |
| Discount \% | Discount \%: FDD Item 19 |  |  |
| Gross Profit |  |  | \$ |
| Operating Expense License Fee | Annualize: Disclosed as a monthly fee in FDD Item 6 | \$ |  |
| Computer Software Maintenance Fee | Annualize: Disclosed as a monthly fee in FDD Item 6 | \$ |  |
| Franchise Finance Program Loan Payment | Annualize: Disclosed as a monthly payment range in FDD Item 6 | \$ |  |
| RA Loan Payment | Annualize: Disclosed as a monthly payment range in FDD Item 6 | \$ |  |
| Insurance and other coverage | Annualize: Disclosed as an annual payment range in FDD Item 6 | \$ |  |
| Van Lease Payment | Annualize: Disclosed as a monthly payment range in FDD Item 6 | \$ |  |
| Van Maintenance | Annualize: Disclosed as a monthly fee in FDD Item 6 | \$ |  |
| Fuel and propane | See Additional Funds - 3 month range description: FDD Item 7, Note 12 | \$ |  |
| Telephone and other communications | See Additional Funds - 3 month range description: FDD Item 7, Note 12 | \$ |  |
| Sales Materials | See Additional Funds - 3 month range description: FDD Item 7, Note 12 | \$ |  |
| Bank and credit card service charges | See Additional Funds - 3 month range description: FDD Item 7, Note 12 | \$ |  |
| Miscellaneous expenses ${ }^{1}$ | Such as professional fees, travel, bad debt allowance, etc. | \$ |  |
| Payroll | Wage and associated costs for employees | \$ |  |
| Estimated Operating Expenses |  |  | \$ |
| Owner's Operating Income | Before tax |  | \$ |
| 1 Please understand that this may additional types of expenses. | not be an exhaustive list of miscellaneous expenses as certain | ch |  |

## State Effective Dates

The following states have franchise laws that require that the Franchise Disclosure Document be registered or filed with the state, or be exempt from registration: California, Hawaii, Illinois, Indiana, Maryland, Michigan, Minnesota, New York, North Dakota, Rhode Island, South Dakota, Virginia, Washington, and Wisconsin.

This document is effective and may be used in the following states, where the document is filed, registered or exempt from registration, as of the Effective Date stated below:

| State | Effective Date |
| :--- | :--- |
| California |  |
| Hawaii |  |
| Illinois |  |
| Indiana |  |
| Maryland |  |
| Michigan |  |
| Minnesota |  |
| New York |  |
| North Dakota |  |
| Rhode Island |  |
| South Dakota |  |
| Virginia |  |
| Washington | Wisconsin |

Other states may require registration, filing, or exemption of a franchise under other laws, such as those that regulate the offer and sale of business opportunities or sellerassisted marketing plans.

## RECEIPT

This disclosure document summarizes provisions of the franchise agreement and other information in plain language. Read this disclosure document and all agreements carefully.

If Snap-on offers you a franchise, Snap-on must provide this disclosure document to you 14 calendar days before you sign a binding agreement with, or make a payment to, the franchisor or an affiliate in connection with the proposed franchise sale. However, the state of New York requires that Snap-on provide this disclosure document to you at the first personal meeting held to discuss the franchise sale or at least 10 business days before you sign a binding agreement with, or make a payment to, the franchisor or an affiliate in connection with the proposed franchise sale.

If Snap-on does not deliver this disclosure document on time or if it contains a false or misleading statement or a material omission, a violation of federal law and state law may have occurred and should be reported to the Federal Trade Commission, Washington, D.C., 20580, and the state agency listed on Appendix J to this disclosure document.

Appendix K contains a list of our registered agents authorized to receive service of process.
Disclose the name, principal business address and telephone number of each franchise seller offering the franchise.
is a Regional Manager whose address is $\qquad$ and whose telephone number is
 is a third party franchise broker or sales agent, whose address is $\qquad$ and whose telephone number is $\qquad$
$\qquad$ .

I have received a disclosure document with the issuance date of February 11, 2022. This disclosure document included the following Exhibits: Pending Litigation as of February 11, 2022; Litigation Filed by Snap-on Against Franchisees in the Fiscal Year Ending January 1, 2022 (Appendix A); Concluded Litigation (Appendix B); Trademarks (Appendix C); Patents (Appendix D.1); Copyrights (Appendix D.2); Franchisees as of January 1, 2022 (Appendix E); Franchisees Who Had an Outlet Terminated, Canceled, Not Renewed or Otherwise Voluntarily or Involuntarily Ceased to do Business under the Franchise Agreement in the Twelve-Month Period Ended January 1, 2022 (Appendix F); Audited Consolidated Financial Statements of Snap-on Incorporated as of January 1, 2022 (Appendix G); Guarantee of Snapon Incorporated (Appendix H); Franchise Agreement (Appendix I.1.A); Owner's Guaranty of Franchisee's Obligations (Appendix I.1.B); Addendum to the Snap-on Tools Franchise Agreement (Renewal Franchise) (Appendix I.1.C.1); Addendum to the Snap-on Tools Franchise Agreement (Transfer Franchise) (Appendix I.1.C.2); Addendum to the Snap-on Tools Franchise Agreement for Additional Franchise (Additional Franchise) (Appendix I.1.C.3); Addendum to the Snap-on Tools Franchise Agreement (Veterans Discount) (Appendix I.1.C.4); SBA Mandated Addendum to Franchise Agreement (Appendix I.1.C.5); Addendum to the Snap-on Tools Franchise Agreement (Franchisee Owned by Trust) (Appendix I.1.C.6); Verifone Franchisee Adoption Agreement (Appendix I.1.D); Paymentech

Merchant Application and Agreement; (Appendix I.1.E); Franchisee Servicing Agreement (Appendix I.2.A); Addendum to Franchisee Servicing Agreement (Franchisee Owned by Trust) (Appendix I.2.B); Loan and Security Agreement (Appendix I.3.A); Addendum to Loan and Security Agreement (Franchisee Owned by Trust) (Appendix I.3.B); Continuing Unconditional Guarantee (Appendix I.3.C), Snap-on Credit Automated Payment Plan (Appendix I.3.D), Assignment of Loan and Franchisee Servicing Agreement (Appendix I.3.E); Promissory Note (Appendix I.4); Snap-on Tools Software License, Maintenance and Development Agreement (Appendix I.5); RA Financing Agreement (Appendix I.6.A.1); RA Financing Agreement (Transfer Franchise) (Appendix I.6.A.2); RA Loan Addendum to Loan and Security Agreement (Appendix I.6.B); and RA Loan Promissory Note (Appendix I.6.C); Vehicle Lease Agreement, Amendment to Vehicle Lease Agreement, Addendum to Vehicle Lease Agreement (Franchisee Owned by Trust), Continuing Unconditional Guarantee, Acceptance Certificate, Van Maintenance Agreement, Snap-on Credit Automated Payment Plan for Van Payments, Vehicle Lease Assumption Agreement (Appendix I.7); Snap-on Credit Automated Payment Plan for Extended Credit Payments (Appendix I.8); Franchisee Web Page Participation Agreement (Appendix I.9); Acknowledgement Regarding List of Calls (Appendix I.10); Release (Additional) (Appendix I.11.A); Release (Renewal) (Appendix I.11.B); Consent to Transfer Agreement (Appendix I.11.C); List of State Administrators (Appendix J); List of Agents for Service of Process (Appendix K); Franchise Brand Handbook Table of Contents (Appendix L.1); Snap-on Credit Program Manual Table of Contents (Appendix L.2); Claims Representation Form (Appendix M); and Worksheet (Appendix N); State Effective Dates Page.

## Date

Prospective Franchisee and/or on behalf of the legal entity to be formed

Printed Name

Address

City, State, ZIP Code

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## Date

Prospective Franchisee and/or on behalf of the legal entity to be formed

Printed Name

Address

City, State, ZIP Code


[^0]:    **These franchises were not operational as of fiscal year end 2021, but the franchise is operational as of the Effective Date of this Disclosure Document. If Additional Franchise is noted next to the franchisee's name, the Additional Franchise was not operational as of year-end 2021.

[^1]:    * North America is comprised of the United States, Canada and Mexico.

[^2]:    * Includes commingled funds - multi-strategy

[^3]:    * Weighted-average

[^4]:    * Revenues are attributed to countries based on origin of the sale.
    ** Long-lived assets consist of Property and equipment - net and Operating lease right-of-use assets. Prior year has been recast to conform with the current year presentation which includes Operating lease right-of-use assets and excludes Goodwill and Other intangibles - net.

[^5]:    - The Automated Payment Plan will ensure payments from the Franchisee's eECCR are immediately posted and processed to avoid duplicate or erroneous billings.

    The Automated Payment Plan will help ensure payments are processed timely.
    EC payments identified by the Franchisee to remit are debited directly from Franchisee's business bank account, eliminating time-consuming check writing.

[^6]:    "1542. GENERAL RELEASE EXTENT. A GENERAL RELEASE DOES NOT EXTEND TO CLAIMS WHICH THE CREDITOR DOES NOT KNOW OR SUSPECT TO EXIST IN HIS FAVOR AT THE TIME OF EXECUTING THE RELEASE, WHICH IF KNOWN BY HIM MUST HAVE MATERIALLY AFFECTED HIS SETTLEMENT WITH THE DEBTOR."

[^7]:    "1542. GENERAL RELEASE EXTENT. A GENERAL RELEASE DOES NOT EXTEND TO CLAIMS WHICH THE CREDITOR DOES NOT KNOW OR SUSPECT TO EXIST IN HIS FAVOR

[^8]:    "1542. GENERAL RELEASE EXTENT. A GENERAL RELEASE DOES NOT EXTEND TO CLAIMS WHICH THE CREDITOR DOES NOT KNOW OR SUSPECT TO EXIST IN HIS

