



## Seven Springs Farm Organic Farming & Gardening Supplies

426 Jerry LN. NE. Check, Va. 24072

Ron Juftes- Phone: 800-540-9181

E-mail: 7springs@swva.net

www.7springsfarm.com

### DEALERSHIP CRITERIA

#### \* WHAT MAKES YOU A DEALER

Dealers need to be actively selling and promoting our product line. If you have not purchased from us within two years of time then your dealer status may be canceled. You cannot receive dealership status if you are only using these products for yourself. To be a dealer you will need to fill out our credit application and dealer agreement form and return it to us. We also review the amount dealers spend in a year and we require that you spend at least \$2500.00 for your first year as a new dealer. After one year the minimum to maintain your dealership is \$5000.00 per year. First order minimum is \$1000.00 and pre-paid.

#### \* DIFFERENT WAYS TO BE A DEALER

You can choose to be a dealer for a specific product line, or a dealer who coordinates large orders at several times throughout the year, or a dealer who carries a variety of items in your retail outlet. What we have found is that dealers that actually stock items sell twice as much product as dealers that only coordinate orders.

#### \* WHAT TO SELL

We would like dealers to carry a variety of items both in the liquid and dry form. Having a variety of items for multi-purpose gardening needs draws a larger clientele to you. **RETURNS:** if you have no luck selling an item then it can be returned up to one year from purchase date. These items can be exchanged for other items you may need. No cash refunds and no exchanges if bags or containers are damaged or liquids have been frozen. Certain liquid and dry items that have a shelf life may not be exchanged or returned after a certain amount of time. There are no returns on discontinued items, closeout items and special order items. You must provide an original invoice for returns. All returns must be made no longer than one year from purchase date.

#### \* ORDERING, PICKING UP, DELIVERIES AND DROP SHIPMENTS:

We require that all larger orders (more than 8 items) be submitted by our order form. We prefer that you email your order form to us, but if you need to fax it please call before faxing it over. Smaller orders can be emailed without the order form. **NO** phone orders please. Products can be picked up directly from the farm. We require 24 hours notice for farm pickups. Deliveries are available for partial, full pallets or individual items. **Drop shipments and special order items:** Drop shipments from Seven Springs Farm or from one of our vendors are available direct to your customer. Call or email for a shipping quote. When you request a shipping quote send over the zip code for the location we are shipping items to. All shipments are sent as blind shipments.

#### \* SPECIAL NOTE ON REPACKAGING

Dealers can re-package any liquid or dry fertilizers and re-label those products. You are not allowed by EPA law to repackage any pest controls with an EPA registration.

#### \* IN REGARDS TO CUSTOMER SALES

We have a very large customer base and we do not always know how people find us. Since it is very difficult and time consuming for us to keep track of whom your customers are and issue you credit towards their sale when they come direct to us, we have come up with the following policy. In order to receive credit for any sales from your customers that want to buy direct from us, you will need to be fully in charge of the sale. What we mean by this is that you need to take the order from the customer and bill your customer direct. We will need to have the order from you, (fax, email), give us the time that the customer will pickup the order or have them call us to arrange a time. We will then load them when they arrive here and bill you at your dealer pricing.

#### \* PAYMENTS AND CREDITS

Dealer accounts are setup as **NET 15 days from purchase date:** after 15 days there is a 1.75% interest charge on the balance due to be billed every 30 days. Please note that every invoice will include a payment due date and also include a statement noting that there will be a \$10.00 late fee if the payment is not received to us by that date. **The only way we can accept credit cards from dealers is if you pay a 3% fee. This is not just a one-time fee but a fee added each time you request that we run your credit card.** For new dealers first time orders require pre-payment by check before we ship your items to you. **NO EXCEPTIONS.** There is a \$30.00 return check fee if you bounce a check on us. Wire transfer fee is \$15.00.

#### \* WHAT WE PROVIDE

We can provide a certain amount of advertising for you. We usually do a joint ad in different newsletters that include a list of certain active dealers in that state. We also represent you at trade shows. We send customers your way when possible. We have lots of brochures and information available on our product line. We give you fast customer service and shipping and get your questions answered. We can also list certain very active dealers on our web page.

**Seven Springs Farm  
Organic Farming and Gardening Supplies, LLC.**

426 Jerry Lane, Check, VA 24072

1-800-540-9181 or 540-651-3228

**Dealer Agreement**

**Business Information (to be displayed on our dealer locator):**

**Company Name:** \_\_\_\_\_

**Contact Name:** \_\_\_\_\_

**Address:** \_\_\_\_\_

**City:** \_\_\_\_\_ **State:** \_\_\_\_\_ **Zip:** \_\_\_\_\_

**Phone:** \_\_\_\_\_ **E-Mail:** \_\_\_\_\_

**Website:** \_\_\_\_\_

**Shipping Information:**

**Contact Name:** \_\_\_\_\_

**Address:** \_\_\_\_\_

**City:** \_\_\_\_\_ **State:** \_\_\_\_\_ **Zip:** \_\_\_\_\_

**Phone:** \_\_\_\_\_

**Can a 48' to 53' truck reasonably access your location?** \_\_\_\_\_

**Do you have a loading dock?** \_\_\_\_\_

**Do you have equipment to unload pallets from a freight truck?** \_\_\_\_\_

**Terms and Conditions:**

- The Seven Springs Farm Dealer program is for retailers only, your credit application must include your resale tax identification number. The Seven Springs Farm Dealer Price list is confidential and is not to be distributed.
- **Minimums:** In order to maintain your dealer status, we require that you meet yearly minimum purchase requirements. For the first year of dealer status, the minimum is \$2,500. After which the minimum increases to \$5000. Shipping costs do not count towards dealer minimums.
- **Orders:** Large orders must be submitted on our order form and can be sent by e-mail (preferred) or fax (please call us before faxing). Orders that are eight (8) line items or less can be submitted without the order form. Phone orders are not accepted. Large pick up orders require twenty four (24) hours notice, we will try to accommodate smaller orders with less notice, but cannot guarantee order readiness in less than the aforementioned time frame. We can provide blind drop shipments either from us or our vendors directly to your customers. For Quotes, please include the zip code we would ship to in your email. For orders, please include your customer's full address and phone number.
- **Returns:** Items that do not have a shelf life can be returned for a refund up to one year after the date of purchase, but you must provide the original receipt. Special order, discontinued, or damaged items can not be returned.
- **Payment Terms:** Payments are required to be made by check. If you must pay by Credit Card, a 3% Fee will be added to the invoice total. Initial orders must be prepaid prior to the order shipping. After that dealers are given 'Net 15 Days', meaning that we expect payment 15 days from when the order shipped. If late payments become a problem, at our discretion, we will change your account to 'Due On Receipt' terms, meaning that we expect payment 7 days from the date the order shipped. Further issues will result in complete revocation of terms and require prepayment for all orders. There is a returned check fee of \$30.00. Wire fees for wire transfer are \$15.00.
- **Late Payments:** Each invoice will have a 'due by' date followed by the late fee if the payment is not made on time. For invoices not paid within thirty (30) days, the interest rate listed on the invoice will be charged and again every thirty (30) days thereafter. All invoices are due per the terms stated on the invoices. Any invoices not paid accordingly will be assessed a finance charge at the Seven Springs Farm prevailing rate. In the event of default in payment, applicant agrees to be responsible for all costs of collection, including reasonable attorney's fees and court costs.

**The undersigned hereby acknowledges the above terms and conditions.**

**Signature:** \_\_\_\_\_

**Date:** \_\_\_\_\_

**SEVEN SPRINGS FARM  
ORGANIC FARMING AND GARDENING SUPPLIES, LLC.**

426 Jerry Ln. Check, Va 24072

Phone number 540-651-3228

**CREDIT APPLICATION**

**Billing Information:**

**Date:** \_\_\_\_\_

<b>Company/ Account holder Name</b>	<b>Contact Name</b>
<b>Billing Address</b>	
<b>Phone</b>	<b>Fax</b>
<b>Email Address</b>	<b>Tax Exempt or Resale Tax ID #</b>
<b>Website</b>	<b>Number of years in business?</b>

Have you declared bankruptcy in the last 10 years?: Yes or No

**Bank Reference:**

<b>Name</b>	<b>Phone</b>
<b>Address</b>	
<b>Account #</b>	<b>Account Type</b>

**Trade References:**

<b>Name:</b>		<b>Phone:</b>	
<b>Address:</b>			

<b>Name:</b>		<b>Phone:</b>	
<b>Address:</b>			

<b>Name:</b>		<b>Phone:</b>	
<b>Address:</b>			

<b>Name:</b>		<b>Phone:</b>	
<b>Address:</b>			

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**Terms & Conditions:**

The majority of our accounts are setup on Net 15 days terms or as determined by us. Payment is expected by check, on or before the due date and can be found on your statement. Return check fee is \$30.00. We can also accept payment by direct deposit into our bank for a \$15.00 transaction fee. We require a current credit card number on file to secure payment for all accounts. Should you default on a payment the following will happen: we will continue to bill you with interest for 1 month. After 1 month, you will receive a final notice that your card will be charged for the invoice amount, including all interest and fees as stated on the invoice. We will attempt to contact you at least 2 times by email, phone and letter before your credit card will be charged. Please know, collecting your payment through this credit or debit card is our last resort for payment on a default account. Your signature below authorizes you to allow us to charge your card for balance due as stated above. In the event that we are forced to charge your card, there will be a 3% fee added to your total.

**We accept Visa, Master, and Discover Cards**

CC#: \_\_\_\_\_ - \_\_\_\_\_ - \_\_\_\_\_

Exp Date: \_\_\_\_/\_\_\_\_/\_\_\_\_ CCV (3 digit # on back of card): \_\_\_\_\_

The signature of the Applicant allows attests financial responsibility, ability and willingness to pay our invoices with the stated terms both for the Corporation and Individually. All invoices are due per the terms stated on the invoices. Any invoices not paid accordingly will be accessed a finance charge at the Seven Springs Farm OFGS LLC prevailing rate. In the event of default in payment, applicant agrees to be responsible for all costs of collection, including reasonable attorney's fees and court costs.

Company Name that is responsible for all debt.

\_\_\_\_\_ Date \_\_\_\_\_

Owner signature:

\_\_\_\_\_ Date \_\_\_\_\_