



SEVEN SPRINGS FARM

Organic Farming & Gardening Supplies LLC

426 Jerry Lane NE ▪ Check, VA 24072 ▪ 1-800-540-9181

7springs@swva.net ▪ www.7springsfarm.com

DEALERSHIP CRITERIA

- **What Qualifies You As A Dealer**

Dealers need to be actively selling and promoting our product line. If you have not purchased from us within two years 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 in your first year as a new dealer. After one year the minimum to maintain your dealership is \$5000.00 per year. The order minimum for your initial order is \$1000.00 and must be 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. We have found 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 liquid and dry form. Having a variety of items for multi-purpose gardening needs draws a larger clientele to you. RETURNS: if you are unable to sell an item it can be returned up to one year from the 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 later 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 call before faxing. Smaller orders can be emailed without the order form. Products can be picked up from the farm or delivered by freight. We require 24 hours' notice for farm pickups. **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 destination. 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. **By EPA law, you are not allowed to repackage any pest controls with an EPA registration.** Any re-packaging you do must comply with your state's laws. *We are not liable for any of your re-packaged products.*

- **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 dealer pricing.

- **Payments And Credits**

Some dealer accounts are set up with NET 15 day terms. 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 by that date. Dealers with NET 15 day terms that choose to pay with a credit card instead of a check or ACH payment will be charged a 3% processing fee. For new dealers initial orders require pre-payment by check or ACH before we ship your items to you. NO EXCEPTIONS. There is a \$30.00 return check fee if your payment is returned for insufficient funds. The wire transfer fee is \$25.00. There is no fee for ACH payments.

- **What We Provide**

We can provide a limited amount of advertising for you and have lots of brochures and information available about our product line. We also represent you at trade shows and send customers your way when possible. We can assist you with procuring signage, banners, etc. - talk with Ron for details. We have experts available on staff for consultation or to answer any questions you have. All of our dealers are listed on the dealer locator page of our web site.



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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: _____ E-Mail: _____
-Can a 48' to 53' truck reasonably access your location? Yes No -Do you have a loading dock? Yes No
-Do you have equipment to unload pallets from a freight truck? Yes No

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 the first year the annual 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 (call 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 they will be ready. 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 cannot be returned.
- **Payment Terms:** For dealers with NET 15 day terms, payments are required to be made by check or ACH. If you must pay by credit card, a 3% fee will be added to the invoice total. Initial orders must be prepaid prior to shipment. Dealers on terms are '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 may change your account terms. There is a returned check fee of \$30.00. The fee for wire transfers is \$25.00.
- **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 invoice. 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: _____



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CREDIT APPLICATION

Application Date: _____

Billing Information:

Company Name/Account Holder Name: _____

Contact Name: _____

Billing Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ E-Mail: _____

Fax: _____ Website: _____

Tax Exempt or Resale Tax ID #: _____ Number of years in business: _____

Website: _____

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

Bank Reference:

Bank Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Contact Name: _____ Phone: _____

Account #: _____ Account Type: _____

Trade References:

Reference 1 –

Name: _____

Address: _____

Contact Name: _____ Phone: _____

Reference 2 –

Name: _____

Address: _____

Contact Name: _____ Phone: _____

Reference 3 –

Name: _____

Address: _____

Contact Name: _____ Phone: _____

Reference 4 –

Name: _____

Address: _____

Contact Name: _____ Phone: _____

Continued on next page.

CREDIT APPLICATION, CONTINUED

Terms & Conditions:

Some of our dealer accounts are set up on NET 15 day terms or as determined by us. Payment is expected by check or ACH, on or before the due date and can be found on your statement. The return check fee is \$30.00. We can also accept payment by wire transfer for a \$25.00 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 us to charge your card for the balance due on your account 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 within 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 Representative that is responsible for all debt:

Name

Title

Owner Signature

Date