

TANNER

**RETAIL PARTNER
PROGRAM**

2023

Joe H. Tanner Baseball Products, LLC

1867 Barber Road, Sarasota, FL 34240

Fax: 941-923-8522 • Office: 941-923-8584, 800-230-6219

Email: Sales@tannerteesh.com • www.TannerTees.com

   @tannerteesh

1867 Barber Rd. Sarasota, FL 34240

P: 800.230.6219 | F: 941.923.8522 | sales@tannerteesh.com

WWW.TANNERTEES.COM

BUSINESS CONTACT INFORMATION

Business Name: _____

Shipping Address: _____

Billing Address: _____

Website: _____ Business Phone: _____

Sales Contact (*Print*): _____ Email: _____

BUSINESS INFORMATION

We would kindly like to get to know your business, so we can do our best to make Tanner Tee sales successful together.

1. Please list some of the baseball/softball equipment and brands you carry.

2. What brand of batting tee, if any, do you currently offer?

3. Please describe your plan to market/sell our products.

4. How long has your business been in operation?

5. What sales territory does your business cover?

QUALIFICATION

Applicant is a retail business, with a brick and mortar store and/or an online e-commerce site.

PLACING ORDERS

Orders can be placed on the Retail Partner online shop. The login and password will be provided during the on-board process. Please refer to page 6 for additional details.

For all purchase orders, we require a hard copy to be sent by email or fax. This ensures accuracy and expedites the order process.

For customers who prefer to order direct, please email, phone or send by fax to:

sales@tannerteesh.com • Fax: 941-923-8522 Phone: 941-923-8584, 800-230-6219

PAYMENT

We accept check and credit card payment. New dealers must pay by credit card and can purchase conveniently on the Retail Partner online shop. NET 30 terms may be offered by TANNER TEES after we have established regular business and the account is in good standing.

ORDER QUANTITIES AND SHIPPING

1. Dealer pricing is based upon the stated case pack quantities.
 - a. **All orders that fall outside the stated case pack quantities will be charged the unit cost of the item(s) plus the carrier rated shipping fee.**
 - b. Dealers who request to ship using their carrier account **will not** receive any reductions in unit cost.
 - c. **Please Note:** the best price per piece will always be achieved by purchasing according to the stated case pack quantities and shipping orders to a commercial location. We appreciate your understanding and compliance.
2. **Each case pack must contain only one Tanner Tee model.** However, the size of the Tanner Tee stems (adult/youth/low ball) may be mixed within each case pack.
3. Dealer costs are based on shipping to a commercial location. Home businesses are not considered a commercial address. **In the case that the dealer requires residential shipping, the order will incur a nominal residential shipment fee assessed at the time of the order and based on the location and item(s) being purchased.**
4. Price breaks are available for bulk pallet orders. Please inquire for details.

DROP SHIPPING

We ask our dealers to buy in bulk and stock TANNER TEES products. In some cases, we will drop ship orders on certain items.

Drop ship orders must be emailed or faxed. We do not accept drop ship orders by phone. This ensures accuracy and provides a record of the order. We appreciate your compliance.

Drop ship orders receive the dealer unit cost as stated in the price sheet plus the shipping charge as rated by the carrier.

THIRD PARTY RETAIL SITES

Sales on third-party marketplaces are not permitted. Prohibited selling sites include: Amazon.com, Dicks.com, WalMart.com, and Craig's List.

ONLINE MERCHANDISING

TANNER TEES requests that all web pages, social media and related sales collateral use the images provided in the press kit link below. Product names, descriptions and item numbers are available on the price sheet, and written product descriptions can be found on our website.

www.tannertees.com/press-kit

TANNER TEES products, brand colors, and product descriptions are regularly updated with new content. Please reach out with any questions.

RETURNS AND WARRANTY

Each Tanner Tee comes with a one-year manufacturer warranty from the date of sale to end user. Proof of sale is required. The manufacturer warranty covers defective parts and material. It does not cover wear and tear to include: dents, scuffed labels, or cosmetic blemishes that do not have affect on product performance.

All customer service opportunities, even those outside the one-year coverage period, should be referred to support@tannertees.com. We will provide your customer with quality service and highly value the opportunity to do so.

If a dealer wishes to use stock to replace an item under warranty, the dealer will contact TANNER TEES immediately. Credit requests for defective items must be submitted immediately at the time of the exchange. TANNER TEES will not accept credit requests for defective items on a follow-on purchase order or after a reasonable number of business days has passed. We appreciate your compliance.

Information required to issue dealer credit should be emailed to support@tannertees.com and include:

- Item name
- Description of defect
- Proof of purchase
- Picture(s)

SHIPPING SHORTAGES

Credit requests for shipping shortages must be submitted within a reasonable number of business days from delivery. TANNER TEES will not accept shortage claims on follow-on purchase orders or after a reasonable number of business days has passed. We appreciate your compliance and ask that you receive and inventory your shipments in a timely manner.

THIRD PARTY RETAIL SITE DISCLOSURE

Selling on a third-party online marketplace is not permitted. Prohibited selling sites are as follows: Amazon.com, Dicks.com, WalMart.com, Craigslist.com, etc.

We ask that you retail through your own e-commerce site, your brick and mortar storefront, and through your in-house sales team.

If you have a question about whether selling on a certain site is authorized, please contact sales@tannerteesh.com for clarification.

DELINQUENT INVOICE PAYMENT

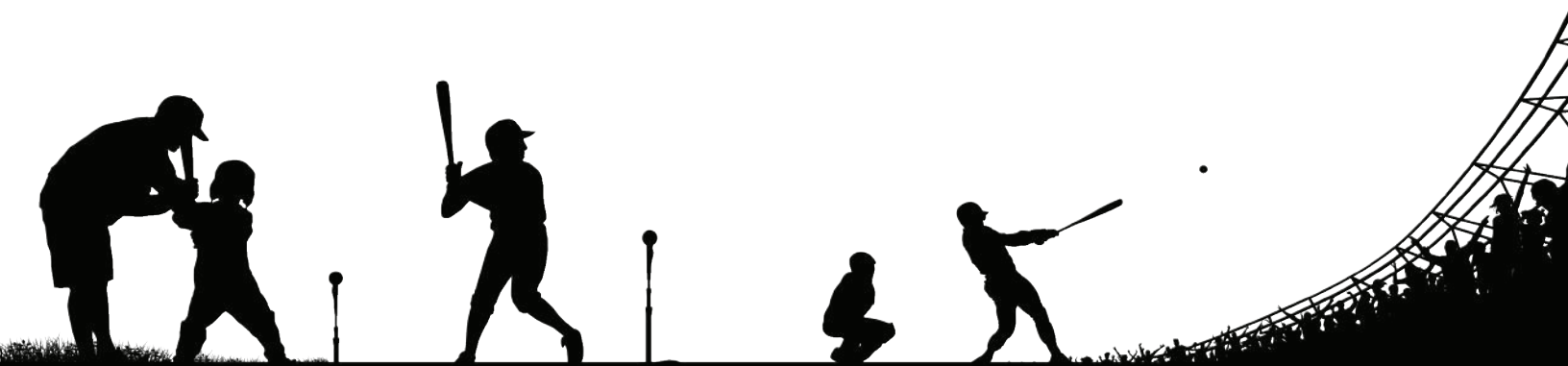
If payment terms are offered, TANNER TEES will require the dealer to provide an up to date credit card to be kept on file for the purpose of paying delinquent invoices.

Invoices are determined delinquent when they become more than 20 days past the stated due date.

At that time the dealer provided credit card will be automatically charged for the full amount of the delinquent invoice(s).

Signature: _____ Date: _____

Title/Position: _____



DELINQUENT INVOICE PAYMENT CARD TO STORE

If payment terms are offered, TANNER TEES will require the dealer to provide an up to date credit card to be kept on file for the purpose of paying delinquent invoices.

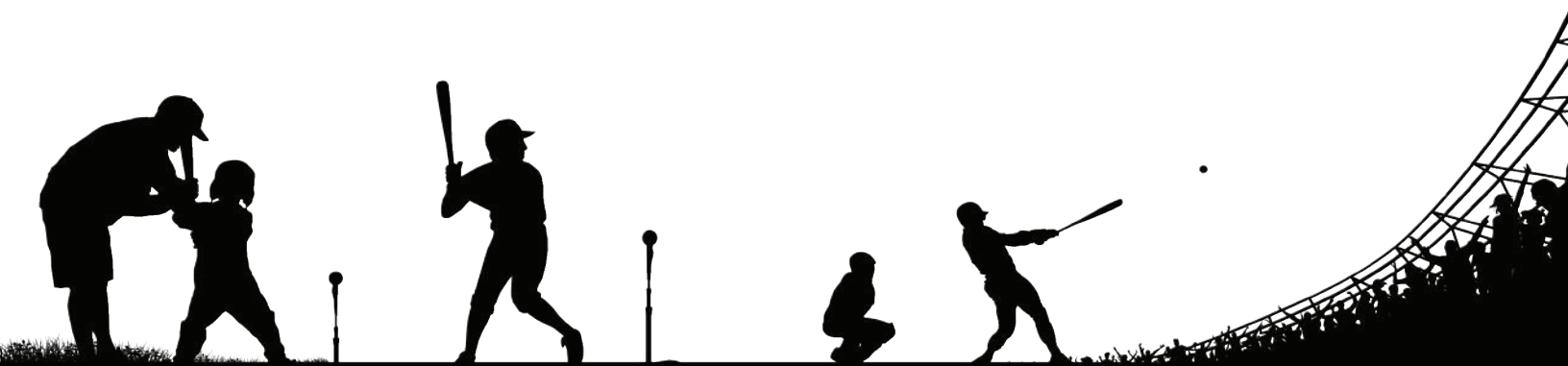
Invoices are determined delinquent when they become more than 20 days past the stated due date.

At that time the dealer provided credit card will be automatically charged for the full amount of the delinquent invoice(s).

Signature: _____ Date: _____

Title/Position: _____

Credit Card: _____ Exp: _____ CVV: _____



ABOUT

The online shop is a convenient way to purchase 24/7. Retail Partners will have an account created for them during the on board process.

SET UP INSTRUCTIONS

1. Return by fax or email the requested pages from the Retail Partner program packet.
2. We will set up your new dealer account and create a username and password for the retail partner online shop.
 - a. The username will be the email address you provide on page 2 of this Retail Partner packet.
 - b. The password will be unique to you and you will be required to change it the first time you log in.
3. We will send your username and password by email.
4. Go to TANNERTEES.COM and locate the Account tab at the top left.
5. Sign in with the provided credentials. An orange pop up box will prompt you to change the password. A reset password email will be sent from Tanner Tees to your username email.
6. Locate the reset password link in your email. Click the link to reset the password.
7. You can log back in to begin placing orders immediately. Notice your shipping address is stored already!

You must sign into your Account on TANNERTEES.COM in order to see the dealer shop with dealer pricing. If you are not signed into your retail partner account, the site will only display the retail customer public site with MSRP prices.