



2024

RETAIL PARTNER PRICE SHEET

DEALER ORDERS

1. **Tanner accepts Retail Partner orders through the Retail Partner Online Shop.**
2. Default payment is by credit card. Net 30 terms may be offered if requested after we have established regular business and the account remains in good standing. Invoices are determined delinquent when they are 20 days past the stated due date. At that time the dealer provided credit card on file will be automatically charged for the full amount of the delinquent invoice(s).
3. We ask our dealers to buy in bulk and stock Tanner Tees products. Free freight is offered solely on case packs. Orders with items outside of case packs will incur shipping. Dealer orders are made online.
4. **Drop ship orders must be placed online by logging into your dealer account.** We do not accept drop ship orders by phone or email. This ensures accuracy, provides a record of the order, and ensures orders are processed through expedient, automated processes.

ORDER QUANTITIES AND SHIPPING

1. Order what you need, but free shipping is only offered for 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. **Dealers must log in to purchase online.** For instance, if a dealer has an order for (1) Tanner Tee, they will log in to place a QTY = 1 item for cost + shipping. However, for an order of (4) Tanner Heavy, which is a case pack, the dealer will follow the same procedure and receive free shipping. Case packs are clearly distinguishable from "singles" or other non-case items in the online shop.
 - b. Dealers who request to ship using their carrier account will not receive any reductions in unit cost.
 - c. The best cost per piece is achieved by purchasing according to the case pack quantities for each model. Every item we offer for dealer purchase is listed in the Tanner Retail Partner Online Shop.
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.

ANNUAL RETAIL PARTNER SALE

Each September, we run a promotion for our Retail Partners. For the month of September, dealer orders receive 10% discount off unit cost for batting tee case packs. For credit card customers, orders must be paid in full at the time the order is placed. For net 30 customers, orders must be paid within thirty days of the order date, not the ship date.



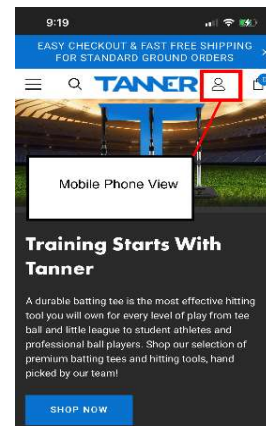
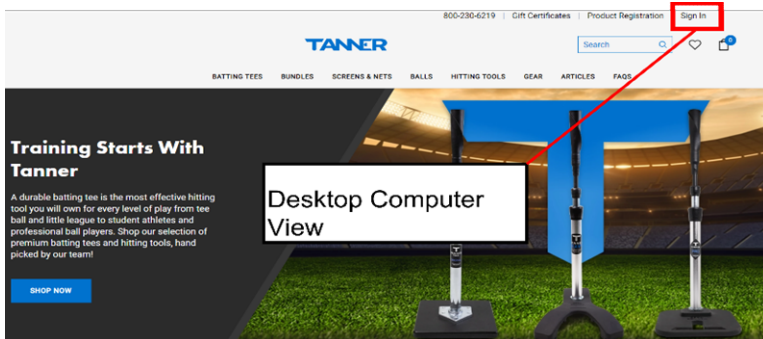
ABOUT

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. The Online shop offers case packs with free freight and singles, doubles, and other permutations of products that are outside the free ship program which will be charged a shipping fee.

SET UP INSTRUCTIONS

1. Return by 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.
3. We will send your username and password by email.
4. Go to www.tannerteeshop.com, click **Sign In** at the top right, or on mobile click the icon of a human head.
5. Sign in with the provided credentials. A pop up box will prompt you to change the password. A reset password email will be sent from Tanner Tees to your username email. Choose a secure password.



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!

IMPORTANT

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.

TANNER TEE the ORIGINAL BATTING TEE



MODEL RANGE	TT001	TT002	TT003
	ADULT	YOUTH	LOW BALL
	26-43 IN	20-32 IN	16-23 IN

FREE SHIPPING CASE PACK OF 10 ORIGINAL TEES, ANY COMBINATION OF TEE SIZES

- Total Weight: 6 LBS
- 9 x 9 inch universal polybase
- Best Seller
- TT001 sells at a rate of 10:1 compared to TT002



Lightweight easy to disassemble. A versatile batting tee used at every level of play.



Every Tanner Tee is both a baseball and softball batting tee.



Thin, square base is easy to slide into any bat bag.

TANNER PRO

Extra weight in base prevents movement or tipping - even on those inevitable miss hits.



Even with a weighted base, the Tanner Pro's thin shape slides into any bat bag for easy transport.



Every Tanner Tee is both a baseball and softball batting tee.



MODEL RANGE	TTPR001	TTPR002	TTPR003
	ADULT	YOUTH	LOW BALL
	26-43 IN	20-32 IN	16-23 IN

FREE SHIPPING CASE PACK OF 4 PRO TEES, ANY COMBINATION OF TEE SIZES

- Total Weight: 10 LBS
- 9 x 10 inch square metal base
- Beautiful finish and unique branding



TANNER HEAVY



MODEL RANGE	HVT001	HVT002	HVT003
	ADULT	YOUTH	LOW BALL
	26-43 IN	20-32 IN	16-23 IN

FREE SHIPPING CASE PACK OF 4 HEAVY TEES, ANY COMBINATION OF TEE SIZES

- Total Weight: 13 LBS
- Elongated claw design grips surface better than square flat base
- Ideal for stable hitting especially on raised throw down rubber plates



Heavy weight base, perfectly balanced.



Three points of contact and the elongated shape allow for stable hitting on any surface.









Every Tanner Tee is both a baseball and softball batting tee.



CONTACT
SALES@TANNERTEES.COM
OFFICE: 941-923-8584

TANNER® BATTING TEES

Product		Item #	Description	Cost	Case	Free Shipping Program	MAP	MSRP
TANNER TEE the ORIGINAL		TT001	ADULT: 26-43 INCH	\$58 EA	10 EA	CASES of 10 EA	\$90 EA	\$90 EA
		TT002	YOUTH: 20-32 INCH			Different sizes of same model can make up the 10-pack (\$580 total)		
		TT003	LOW BALL: 16-23 INCH					
TANNER PRO		TTPR001	ADULT: 26-43 INCH	\$70 EA	4 EA	CASES of 4 EA	\$110 EA	\$110 EA
		TTPR002	YOUTH: 20-32 INCH			Different sizes of same model can make up the 4-pack (\$280 total)		
		TTPR003	LOW BALL: 16-23 INCH					
TANNER HEAVY		HVT001	ADULT: 26-43 INCH	\$75 EA	4 EA	CASES of 4 EA	\$120 EA	\$120 EA
		HVT002	YOUTH: 20-32 INCH			Different sizes of same model can make up the 4-pack (\$300 total)		
		HVT003	LOW BALL: 16-23 INCH					
TANNER JR		TTJR	1 size	\$44 EA	6 EA	CASES of 6 EA (\$264 Total)	\$65 EA	\$65 EA
TANNER TRADITIONAL		HP001	ADULT: 26-43 INCH	\$65 EA	N/A	N/A	\$100 EA	\$100 EA
		HP002	YOUTH: 20-32 INCH			CARRIER RATED SHIPPING		
TANNER INFINITEE		HP001-INF-SIL	ADULT/STANDARD SILVER	Silver: \$129.99	1 EA	CASES of 1 EA	Silver: \$174.99	Silver: \$174.99
		HP001-INF-BLU	ADULT/STANDARD BLUE					
		HP002-INF-SIL	YOUTH/SHORT SILVER	Blue: \$134.99			Blue: \$179.99	Blue: \$179.99
		HP002-INF-BLU	YOUTH/SHORT BLUE					

NOTE: Case Packs can be any combination Size/Item # of the same model tee.

Complete Case Pack Examples (FREE GROUND SHIPPING)

TANNER ORIGINAL

10 x TT001 = 10

7 x TT001 + 3 x TT002 = 10

TANNER HEAVY

4 x HVT001 = 4

6 x HVT001 + 2 HVT002 = 8

Broken Case Pack Example (will be charged shipping)

TANNER ORIGINAL

2 x TT001 + Carrier Shipping Charges

8 x TT001 + 1 x TT002 = 9 + Carrier Shipping Charges

TANNER HEAVY





1 x HVT001 + Carrier Shipping Charges

1 x HVT001 + 2 HVT002 = 3 + Carrier Shipping Charges



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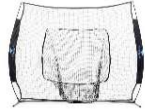






Batting Tee Stems & Flextop Replacement

Product		Item #	Description	Cost	Case	Free Shipping Program	MAP	MSRP
Tanner Original Stem		TTSTEM1	ADULT: 26-43 INCH	\$40 EA	NA	NA	\$60 EA	\$60 EA
		TTSTEM2	YOUTH: 20-32 INCH					
		TTSTEM3	LOW BALL: 16-23 INCH					
Tanner Pro Stem		TPRSTM1	ADULT: 26-43 INCH	\$45 EA	NA	NA	\$65 EA	\$65 EA
		TPRSTM2	YOUTH: 20-32 INCH					
		TPRSTM3	LOW BALL: 16-23 INCH					
Tanner Heavy Stem		HVTSTEM1	ADULT: 26-43 INCH	\$45 EA	NA	NA	\$65 EA	\$65 EA
		HVTSTEM2	YOUTH: 20-32 INCH					
		HVTSTEM3	LOW BALL: 16-23 INCH					
Tanner Flextop Replacement		FLX001	ADULT: 26-43 INCH	\$18 EA	6 EA	Cases of 6 EA	\$34 EA	\$34 EA
		FLX002	YOUTH: 20-32 INCH			Any combination of same model sizes to get 6 EA (\$108 Total)		
		FLX003	LOW BALL: 16-23 INCH					



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RELATED ITEMS & TANNER® TEES PARTS

Product		Item #	Description	Cost	Case	Free Shipping Program	MAP	MSRP
TANNER NET		TNET	7' x 7' Flex-frame Hitting Net	\$70 EA	3 EA	Cases of 3 EA (\$210 Total)	\$100 EA	\$100 EA
I-SCREEN		ISCREEN	4' x 7' Flex-frame Pitching Screen	\$55 EA	3 EA	Cases of 3 EA (\$165 Total)	\$85 EA	\$85 EA
L-SCREEN		LSCREEN	L Shaped Flex-frame Pitching Screen	\$80 EA	1 EA	Cases of 1 EA (\$80 Total)	\$125 EA	\$125 EA
T-WEIGHT		TW007	8 lb. Metal Weight Compatible with Tanner Original and Tanner Net	\$20 EA	4 EA	Cases of 4 EA (\$80 Total)	CASES of 4 EA	\$30 EA
HITTING DECK		HD006	Rubber Mat Teaching Aid for Contact Points and Tee Placement	\$60 EA	4 EA	Cases of 4 EA (\$240 Total)	CASES of 4 EA	\$90 EA
TRACK PAD		TTPAD-1	Rubber Mat Teaching Aid for Pitch Location wit Stride Guide	\$60 EA	4 EA	Cases of 4 EA (\$240 Total)	CASES of 4 EA	\$90 EA
T-EXTENSION		EXT005	Add 10 inches to your Tanner Tee	\$13 EA	N/A	N/A	N/A	\$25 EA





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BASEBALLS & TRAINING BALLS

Product		Item #	Description	Cost	Unit	Free Shipping Program	MAP	MSRP
PRACTICE BASEBALLS		TT-PB1	Cork Center, low seam, 30% Wool Stuffing	\$42/Doz.	Dozen	10 dozen (120 ea) \$420 Total	\$60/Doz.	\$60/Doz.
RUBBER TRAINING BALLS		TT-RB1	Rubber airflow hollow baseball with limited flight distance	\$22/Doz.	Dozen	4 dozen (48 ea) \$88 Total	\$40/Doz.	\$40/Doz.
RUBBER WEIGHTED BALLS		WS-WRB-05OZ	5 oz weighted	\$17	6 EA	4 boxes of 6 (24 total) \$69 Total	\$31/6 ea	\$31/6 ea
		WS-WRB-09OZ	9 oz weighted	\$19	6 EA	4 boxes of 6 ea (24 total) \$77 Total	\$35/6 ea	\$35/6 ea
		WS-WRB-12OZ	12 oz weighted	\$21	6 EA	4 boxes of 6 ea (24 total) \$84 Total	\$38/6 ea	\$38/6 ea
		WS-WRB-15OZ	15 oz weighted	\$22	6 EA	4 boxes of 6 ea (24 total) \$88 Total	\$40/6 ea	\$40/6 ea
SMALL BASEBALLS		TT-ASB	Mini 7.2 inch baseball w/ genuine leather and cork center	\$42/Doz.	Dozen	10 dozen (120 ea) \$420 Total	\$65/Doz.	\$65/Doz.

SOFTBALLS & TRAINING BALLS

Product		Item #	Description	Cost	Unit	Free Shipping Program	MAP	MSRP
PRACTICE SOFTBALLS		TT-SB1	12-inch sythetic leather, poly core center	\$48/Doz.	Dozen	6 dozen (72 ea) \$288 Total	\$68/Doz.	\$68/Doz.
RUBBER TRAINING SOFTBALLS		RTB-SB	Rubber airflow hollow softball with limited flight distance	\$22/Doz.	Dozen	4 dozen (48 ea) \$88 Total	\$40/Doz.	\$40/Doz.