



2025

DEALER PRICE SHEET

DEALER ORDERS

1. **Tanner accepts Dealer orders through the Dealer Online Shop, Email, and Phone.**

2. Default payment is by credit card/debit 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 past the stated due date. At that time the dealer-provided credit/debit 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 pack quantities. Orders with items outside of the case pack quantities will incur shipping.

4. **Drop-ship orders must be placed online by logging into your dealer account or by email.** We do not accept drop-ship orders by phone. This ensures accuracy, provides a record of the order, and ensures orders are processed expediently.

ORDER QUANTITIES AND SHIPPING

1. Order your items as needed, but free shipping applies only to the case pack quantities.

a. Orders that do not match the stated case pack quantities will be charged the unit price plus carrier-rated shipping fees. To qualify for free shipping, select "**Case Pack**" from the dropdown menu.

If you choose any other option—such as "**Single Tees**," "**Single Nets**," "**Dozens**," or "**Single Items**"—shipping costs will apply. The "**Case Pack**" dropdown is clearly labeled and distinct from these other options.

The screenshot shows the Tanner Dealer Online Shop interface. At the top is the Tanner logo and a search bar. Below the logo are navigation links: BATTING TEES / PARTS, DEALS, SCREENS / NETS, PRACTICE / TRAINING BALLS, INSTRUCTIONAL TOOLS, Gear & Apparel, and Gift Certificates. A 'Purchase Orders' link is also visible. The main content area displays two product categories: 'CASE PACKS' and 'SINGLE TEES'. Under 'CASE PACKS', there are two sub-sections: '5 x Tanner Original' and '3 x Tanner Heavy'. Each sub-section has a dropdown menu with 'CASE PACKS = FREE SHIPPING' selected. Below these, there are two more sub-sections: '3 x Tanner Pro' and '1 x 3x3 Rebounder'. Each of these also has a dropdown menu with 'CASE PACKS = FREE SHIPPING' selected. The right side of the interface shows a 'STOCK' section with a dropdown menu set to '3 x 3 Adjustable Rebound Net'. Below this, there are two links: '\$70 Case Pack (1) Tanner L Screen Net' and '\$135 Case Pack (3) Tanner I-Screen Nets'.

c. The best cost per piece is achieved by purchasing by the case pack quantities for each item. Every item we offer for dealer purchase is listed in the Tanner Dealer Online Shop.

2. Each batting tee 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. (Examples on following page)

ANNUAL RETAIL PARTNER SALE

Each September, we run a promotion for our Dealer's. For the month of September, dealer orders receive a 10% discount off unit cost for Tanner items in their case pack quantities. For credit/debit 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.

Complete Case Pack Examples (FREE GROUND SHIPPING)

You can mix and match any size but not the models

TANNER ORIGINAL

5 x TT001 = **Free Shipping** (1 Case of 5 EA)

10 x TT001 = **Free Shipping** (2 Cases of 5 EA)

3 x TT001 + 2 x TT002 = **Free Shipping** (1 Case of 5 EA w/ two sizes)

TANNER HEAVY

3 x HVT001 = **Free Shipping** (1 Case of 3 EA)

2 x HVT001 + 1 HVT002 = **Free Shipping** (1 Case of 3 EA w/ two sizes)

Broken Case Pack Example (CHARGED SHIPPING)

TANNER ORIGINAL

3 x TT001 = 3 + Carrier Shipping Charges

(Recommendation: Add 2 more to make a case of 5)

2 x TT001 + 1 x TT002 = 3 + Carrier Shipping Charges

(Recommendation: Add 1 more to make 5)

TANNER HEAVY

2 x HVT001 = 2 + Carrier Shipping Charges

(Recommendation: Add 1 more to make a case of 3)

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

(Recommendation: Add 1 more to make a case of 3)



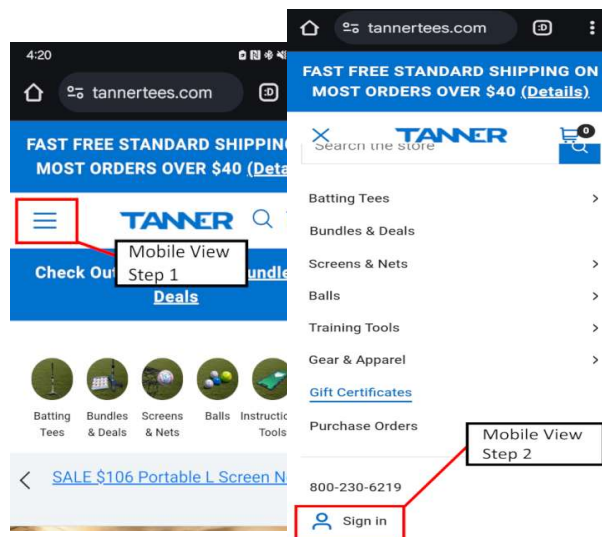
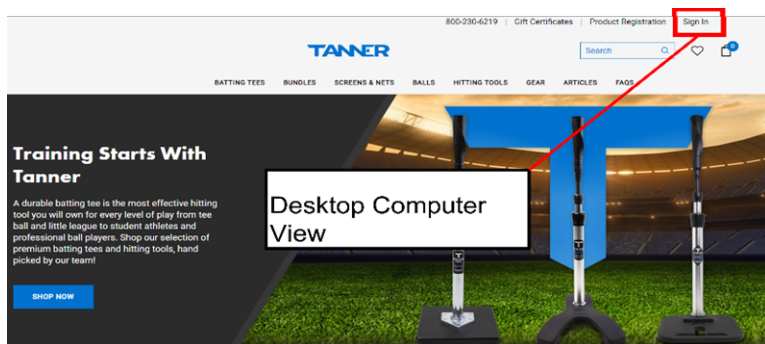
ABOUT

The online shop is a convenient way to purchase 24/7.

Dealers will have an account created for them during the on-board process. The Online shop offers case packs with free freight, singles, dozens, and other permutations of products that are outside the case pack quantities which will be charged a shipping fee.

SET UP INSTRUCTIONS

1. Return by email the requested pages from the dealer 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.tannertees.com, click **Sign In** at the top right, or on mobile click the icon of a human head.



5. Upon the first sign-in with the provided credentials, an error will appear, followed by an email containing a reset password link.
6. Locate the reset password link in your email. Click the link to reset.
7. You can then 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 Dealer account, the site will only display the retail customer public site with MSRP prices.

TANNER

TOP SELLER
PRODUCT DETAILS

TANNER TEE the ORIGINAL BATTING TEE



MODEL RANGE	<u>TT001</u> ADULT 26-43 IN	<u>TT002</u> YOUTH 20-32 IN	<u>TT003</u> LOW BALL 16-23 IN
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FREE SHIPPING CASE PACK OF 5 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	<u>TTPR001</u> ADULT 26-43 IN	<u>TTPR002</u> YOUTH 20-32 IN	<u>TTPR003</u> LOW BALL 16-23 IN
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FREE SHIPPING CASE PACK OF 3 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	<u>HVT001</u> ADULT 26-43 IN	<u>HVT002</u> YOUTH 20-32 IN	<u>HVT003</u> LOW BALL 16-23 IN
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FREE SHIPPING CASE PACK OF 3 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 & Accessories

Product		Item #	Description	Cost	Case Pack (Free Shipping)	MAP/MSRP
Tanner Original Batting Tee		TT001	ADULT: 26-43 INCH	\$65 EA	5 EA	\$99.99 EA
		TT002	YOUTH: 20-32 INCH			
		TT003	LOW BALL: 16-23 INCH			
Tanner Pro Batting Tee		TTPR001	ADULT: 26-43 INCH	\$77 EA	3 EA	\$119.99 EA
		TTPR002	YOUTH: 20-32 INCH			
		TTPR003	LOW BALL: 16-23 INCH			
Tanner Heavy Batting Tee		HVT001	ADULT: 26-43 INCH	\$82 EA	3 EA	\$129.99 EA
		HVT002	YOUTH: 20-32 INCH			
		HVT003	LOW BALL: 16-23 INCH			
Tanner Traditional Batting Tee		HP001	ADULT: 26-43 INCH	\$75 EA	N/A (Shipping Applied)	\$109.99 EA
		HP002	YOUTH: 20-32 INCH			
Tanner Jr Batting Tee		TTJR	1 size: 18-25 INCH	\$42 EA	6 EA	\$59.99 EA
Tanner T-Weight		TW007	8 lb. Metal Weight Compatible with Tanner Original and Tanner Net	\$24 EA	4 EA	\$34 EA
Tanner T-Extension		EXT005	Add 10 inches to your Tanner Tee	\$13 EA	N/A (Shipping Applied)	\$25 EA
Tanner Fundamentals of Hitting Banner		BAN-FOH	Large Cage Banner designed as a teching tool to show Basic Fundamentals of the Swing	\$24 EA	N/A (Shipping Applied)	\$31.99 EA

Pallet Program

The prices below require a 200 minimum order quantity. Mix and match any size and/or model to reach 200.

Tanner Tee the Original: \$62 EA (All Sizes: TT001, TT002, TT003)









Tanner Pro: \$74 EA (TTPR001, TTPR002, TTPR003))

Tanner Heavy: \$79 EA (HVT001, HVT002, HVT003)



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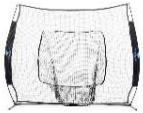
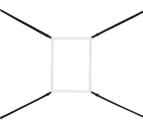




TANNER® Batting Tee Parts

Product		Item #	Description	Cost	Case Pack (Free Shipping)	MAP/MSRP
Tanner Flextop Replacement		FLX001	ADULT: 26-43 INCH	\$20 EA	6 EA	\$34.99 EA
		FLX002	YOUTH: 20-32 INCH			
		FLX003	LOW BALL: 16-23 INCH			
Tanner Original Stem		TTSTEM1	ADULT: 26-43 INCH	\$44 EA	N/A (Shipping Applied)	\$65 EA
		TTSTEM2	YOUTH: 20-32 INCH			
		TTSTEM3	LOW BALL: 16-23 INCH			
Tanner Pro Stem		TPRSTM1	ADULT: 26-43 INCH	\$48 EA	N/A (Shipping Applied)	\$70 EA
		TPRSTM2	YOUTH: 20-32 INCH			
		TPRSTM3	LOW BALL: 16-23 INCH			
Tanner Heavy Stem		HVTSTEM1	ADULT: 26-43 INCH	\$48 EA	N/A (Shipping Applied)	\$70 EA
		HVTSTEM2	YOUTH: 20-32 INCH			
		HVTSTEM3	LOW BALL: 16-23 INCH			
Tanner Original Base		TTBASE	Original Batting Tee Base	\$24 EA	N/A (Shipping Applied)	\$35 EA
Tanner Pro Base		TTPRBASE	Pro Batting Tee Base	\$42 EA	N/A (Shipping Applied)	\$65 EA
Tanner Heavy Base		HVTBASE	Heavy Batting Tee Base	\$45 EA	N/A (Shipping Applied)	\$70 EA
Tanner Traditional Base		HPBASE	Traditional Batting Tee Base	\$32 EA	N/A (Shipping Applied)	\$45 EA



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TANNER® Nets, Screens, & Training Mats

Product		Item #	Description	Cost	Case Pack (Free Shipping)	MAP/MSRP
Tanner 7x7 Portabe Sock Net		TNET	7' x 7' Flex-frame Hitting Net	\$70 EA	3 EA	\$100 EA
Strike Zone Target Attachment		TT-7X7SZ	7x7 Portable Sock Net Strike Zone Attachment Only. (Fits Most 7x7 Nets)	\$6 EA	6 EA	\$10.99 EA
Tanner 3x3 Rebounder		TAN-REB-001	3x3 Adjustable Square Rebound Net	\$125 EA	1 EA	\$179 EA
Tanner Hitting Deck		HD006	Rubber Mat Teaching Aid for Contact Points and Tee Placement	\$60 EA	4 EA	\$90 EA
Tanner Track Pad		TTPAD-1	Rubber Mat Teaching Aid for Pitch Location with Stride Guide	\$60 EA	4 EA	\$90 EA
Tanner Ball Caddy		BC1	Baseball/Softball Portable Ball Caddy for Tee Work	\$25 EA	10 EA	\$50 EA





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TANNER® Baseballs

Product		Item #	Description	Cost	Case Pack (Free Shipping)	MAP/MSRP
Tanner Practice Baseballs		TT-PB1	Cork Center, low seam, 30% Wool Stuffing	\$41 Per Dozen	10 dozen (120 Balls Total)	\$60 Per Dozen
Tanner Rubber Training Baseballs		TT-RB1	Rubber airflow hollow baseball with limited flight distance	\$28 Per Dozen	4 dozen (48 Balls Total)	\$42.99 Per Dozen
Tanner Small Practice Baseballs		TT-ASB	Mini 7.2 inch baseball w/ genuine leather and cork center	\$45 Per Dozen	10 dozen (120 Balls Total)	\$68.99 Per Dozen
Tanner Safety Tee Ball Practice Baseballs		TBALL-1	Genuine Leather with a softer foam core.	\$34 Per Dozen	N/A (Shipping Applied)	\$54.99 Per Dozen

TANNER® Softballs

Tanner Practice High-Density Cork Softballs		TT-SB1	12-inch split-leather, Cork Core Center	\$50 Per Dozen	6 dozen (72 Balls Total)	\$74.99 Per Dozen
Tanner Rubber Training Softballs		RTB-SB	Rubber airflow hollow softball with limited flight distance	\$28.75 Per Dozen	4 dozen (48 Balls Total)	\$42.99 Per Dozen



TANNER® Pitching Machine Balls

Tanner High Velocity Pitching Machine Baseballs		TAN-MBB-HV	High Density Foam Pitching Machine Baseballs. Rated up to 100 MPH	\$41.20 Per Dozen	10 dozen (120 Balls Total)	\$54.99 Per Dozen
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Tanner® Arm Care Products

Product		Item #	Description	Cost	Case Pack (Free Shipping)	MAP/MSRP
Tanner 10 lb Green Resistance Band		TAN-RB-10	Includes 10lbs resistance Band + 1 Anchor Strap	\$27 EA	1 EA	\$39.99 EA
Tanner Weighted Rubber Training Baseballs		WS-WRB-050Z	5 oz weighted	\$17.25 Per 6-Pack	4 boxes (24 Balls Total)	\$31 Per 6-Pack
		WS-WRB-090Z	9 oz weighted	\$19.25 Per 6-Pack	4 boxes (24 Balls Total)	\$35 Per 6-Pack
		WS-WRB-120Z	12 oz weighted	\$21 Per 6-Pack	4 boxes of (24 Balls Total)	\$38 Per 6-Pack
		WS-WRB-150Z	15 oz weighted	\$22 Per 6-Pack	4 boxes (24 Balls Total)	\$40 Per 6-Pack