



New Tack Account Policy

Hello! Thank you for your interest in opening a Weaver Leather tack account. Please take a few minutes to read our policies and complete the form on reverse side in its entirety. Return the form, along with pictures of the inside and outside of your retail store, to us via fax or email at newtackaccounts@weaverleather.com as soon as possible. Upon receiving, reviewing and approving your application, we will give you a Weaver Leather Account Number to use when ordering. Upon receiving your Weaver Leather Account Number, you may begin ordering from our catalog immediately. Please note: first time orders must total \$2,000.00 or more in Weaver branded items (excluding shipping charges). We also require dealers to order a minimum of \$1,000 annually. If you have any questions regarding this application, please call us at 800-932-8371 or 330-674-1782. Thank you.

Toll Free in the U.S. & Canada
 Phone: **800-932-8371**
 Fax: **800-693-2837**

Weaver Leather takes into account many factors when approving a new dealer. We reserve the right to approve your application based upon information gathered from a variety of sources.

Local & International
 Phone: 330-674-1782 • Fax: 330-674-0330
 7540 CR 201, PO Box 68, Mt. Hope, OH 44660-0068

Wholesale Only We have strict guidelines of selling our nylon and leather tack products through qualified, industry-related retailers and marketers only. Our careful screening and customer application process assures us and you that we sell wholesale to qualified dealers only.

Minimum Advertised Price (MAP) Policy: We strongly support our qualified dealers who advertise, sell and provide a high level of service for the complete line of Weaver Leather equine products by maintaining physical retail locations, in-store displays, catalogs and websites.

In order to encourage this practice and to enhance the Weaver Leather brand, we will not sell to dealers who advertise our products, either expressly or by implication, at prices less than Weaver's stated MAP price as set forth in this price list or other material provided.

Additional Details:

- Weaver Leather reserves the right to change MAP pricing at anytime. Dealers will get advanced notification whenever such a change occurs.
- This policy applies to advertising of our products in all media including catalogs, magazines, newspapers, flyers, coupons, mailers, inserts, television, radio, public and store signage, internet and other electronic media including websites, forums, marketplaces, email newsletters, and email solicitations.
- Violations to this policy include, but are not limited to:
 - 1) Advertising any Weaver Leather product at a price lower than our MAP price.
 - 2) Offering general store-wide discounts without excluding Weaver Leather in the advertisement.
 - 3) Advertising and selling Weaver Leather products as a part of a package (with or without products from other manufacturers) at a price that is lower than the total MAP price of Weaver Leather product(s).
 - 4) Advertising additional discounts, coupons, gift cards, or incentives (i.e. special events, promotions, business terms or otherwise) that result in an immediate price reduction, cumulatively reducing the advertised price of product below our stated MAP price.
- Following are NOT considered MAP Policy violations:
 - 1) Advertising in a general way that the dealer has "the lowest prices" or will match or beat competitors' prices.
 - 2) Advertising that a customer may "call or email for price," or use similar language, specifically referring to Weaver Leather products, as long as no price is listed.
- Weaver Leather may, at times, allow dealers to advertise products at prices lower than MAP price. Weaver Leather reserves the right to modify or suspend the MAP price on affected products for a specified period of time by notifying dealers in advance to any such changes.
- When a dealer with multiple store locations violates our MAP Policy at one location, Weaver Leather considers this to be a violation by all the dealer's store locations.
- When MAP Policy violations are discovered by Weaver Leather, we will follow the process below:
 - Warning #1** – Certified letter alerting you to the violation and giving you 48 hours to bring your advertising into compliance.
 - Warning #2** - Certified letter indicating that we will immediately cancel any current or future orders for the affected SKUs.
 - Warning #3** – Certified letter to notify you that we are suspending orders or shipments of ALL Weaver Leather products for a period of 60 days if corrective action isn't taken within 48 hours.
- **Final Letter** – Certified letter with notification that the account is closed and you are no longer a Weaver Leather dealer.

Distribution Channel and Third Party Policy for All Weaver Leather Products:

- All Weaver Leather dealers may sell products through approved physical retail locations, properties and operations including all events and trade shows.
- Dealers may sell on their branded dealer websites, excluding third party sites and marketplaces.
- Weaver Leather grants Exclusive Distribution to sell on Third Party Sites and/or marketplaces including, but not limited to, the following: Amazon, eBay, and Jet.
- Weaver Leather allows all dealers to apply to become an Approved Dealer to sell on Third Party Sites while reserving the right to restrict the number of Approved Dealers on Third Party Sites.
- When a dealer with multiple store locations violates this policy at one location, Weaver Leather considers this to be a violation by all the dealer's locations, both physical and digital.
- Violators of this policy will be notified and subject to possible suspension of new orders until account is in compliance. Repeat offenses may result in agreement termination.



See next page to fill out the New Tack Application Form.



New Tack Account Application Form

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7540 CR 201, PO Box 68, Mt. Hope, OH 44660-0068
Email: newtackaccounts@weaverleather.com

Please complete this page first

In House Use Only

Account Number _____
Account Type _____
Date Approved ____/____/____
Approved By _____

(Please type or print clearly in dark ink)

Business Name _____ Date _____
Owner Name(s) _____
Federal Tax ID # _____
Mailing Address _____
City _____ State _____ Zip _____
Shipping Address _____
City _____ State _____ Zip _____
Store Phone (_____) _____ Fax (_____) _____ Email Address _____
Is shipping address also your home address? Yes No Cell Phone/Other (_____) _____

Attention AZ, CA, CO, FL, GA, IA, ID, IL, IN, KS, KY, MD, MI, MN, MO, NC, NM, NY, OH, OK, PA, SD, TN, TX, UT, VA, WA, WI and WV Customers: In addition to this application, we do require that you submit a Blanket Certificate of Exemption for sales tax purposes. Please contact us for a copy of this form.

Have you ever purchased directly from Weaver Leather before? Yes No
If so, when and what type of product? _____
Under what name and address was your account listed? (If different from above)
Name _____ Address _____
City _____ State _____ Zip _____ Phone (_____) _____
Do sales representatives presently call on you? Yes No
Business is: Storefront Catalog Other (Please explain) _____
Store's approximate square footage _____ Sq. Ft.
Store Hours _____
Nature of your business _____
Years in business at this location _____ Years in business at previous location _____

Type of products you may be purchasing from Weaver Leather LLC (Please check as many as are applicable)

<input type="checkbox"/> Nylon Tack	<input type="checkbox"/> Training Items	<input type="checkbox"/> Bits & Spurs	<input type="checkbox"/> Hardware
<input type="checkbox"/> Leather Tack	<input type="checkbox"/> Roping Supplies	<input type="checkbox"/> Tools	<input type="checkbox"/> Leather
<input type="checkbox"/> Pet Collars and Leashes	<input type="checkbox"/> Leather Care Products	<input type="checkbox"/> Brushes/Combs/Grooming Accessories	<input type="checkbox"/> Livestock Products
<input type="checkbox"/> Personal Accessories	<input type="checkbox"/> Saddle Pads	<input type="checkbox"/> English	<input type="checkbox"/> Bells & Sleigh Bells
<input type="checkbox"/> Other _____	<input type="checkbox"/> eZall® Products	<input type="checkbox"/> Troxel	

What other tack companies do you have wholesale accounts with?
_____/_____/_____

Please estimate your average annual gross sales:

<input type="checkbox"/> Less than \$50,000	<input type="checkbox"/> \$50,000 - \$99,999	<input type="checkbox"/> \$100,000 - \$249,999	<input type="checkbox"/> \$250,000 - \$499,999
<input type="checkbox"/> \$500,000 - \$999,999	<input type="checkbox"/> \$1,000,000 - \$3,000,000	<input type="checkbox"/> Over \$3,000,000	

When completed send to: Weaver Leather LLC, Attn: Customer Service, PO Box 68, Mt. Hope, OH 44660-0068 or Fax to: 800-693-2837



If you wish to establish Check Accepted or Open Account, please complete the Credit Application Form on next page. Orders under \$500.00 may be sent Check Accepted. However, we need an approved Credit Application to process orders of \$500.00 or more on Check Accepted terms and to process all orders on Open Account terms. Otherwise, we will ship to your account on a Credit Card basis.

Pictures of the inside and outside of your retail store must be submitted along with this application.

Rev. 11/17

17-0979-EQ-OTR



New Tack Account Credit Application Form

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Fax: 800-693-2837

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7540 CR 201, PO Box 68, Mt. Hope, OH 44660-0068

In House Use Only

Account Number _____
Account Type _____
Terms _____
Credit Limit _____
Date Approved ____/____/____
Approved By _____

To ensure prompt processing, please complete this application in its entirety

Business Name _____
Address _____ Phone _____ Fax _____
City _____ State _____ Zip _____

Trade Reference #1

Please list suppliers that you purchase merchandise from on a regular basis.

Business Name _____ Account # _____
Address _____ Phone _____ Fax _____
City _____ State _____ Zip _____

Trade Reference #2

Business Name _____ Account # _____
Address _____ Phone _____ Fax _____
City _____ State _____ Zip _____

Trade Reference #3

Business Name _____ Account # _____
Address _____ Phone _____ Fax _____
City _____ State _____ Zip _____

What other Tack Suppliers do you purchase from?

Supplier	Phone	Fax
1. _____	_____	_____
2. _____	_____	_____
3. _____	_____	_____

Please indicate your average "Non-Saddle" Tack inventory \$ _____

Please indicate estimated annual "Non-Saddle" Tack purchases:

- Below \$500 \$500 - \$999 \$1,000 - \$2,499 \$2,500 - \$4,999 \$5,000 - \$10,000 Above \$10,000

Bank Reference

Bank Name _____ Checking Account # _____
Bank Contact _____ Phone _____
Address _____ Fax _____
City _____ State _____ Zip _____

Applicant's signature attests financial responsibility and willingness to pay our invoices, fees and financial charges in accordance with our terms. To assist in our credit approval of applicant, Weaver Leather LLC may contact the above bank and trade references who are authorized to release credit and financial information to us. To ensure prompt processing, please complete this Application in its entirety.

This agreement shall be governed and interpreted in accordance with the laws of the State of Ohio. For the purpose of resolving any issue pertaining to conflict of laws or otherwise, this Agreement shall be fully and solely executed, performed and/or observed in the State of Ohio. The parties hereto also expressly consent to personal jurisdiction in the State of Ohio in the action or proceeding brought in any court therein, state or federal, arising from or alleging facts arising from any transactions between the parties pursuant to this Agreement.

Applicant's Signature _____

Social Security # _____ - _____ - _____ Date _____



Please attach business card and photos of the inside and outside of your retail store (if available) and return to Weaver Leather LLC, Attn: Credit Dept., 7540 CR 201, PO Box 68, Mt. Hope, OH 44660-0068