



IMAGINATION STARTS HERE

Thank you for your interest in Beka products.

We appreciate your business, and look forward to earning your continued support!

Account Application & Terms of Sale

January 2012

Replaces all previous descriptions of policies, fees and terms of sale

Complete the following (please print):

Company Name: _____ Phone/Fax: _____

Address: _____ Web Address: _____

City/State: _____ Zip: _____

Name of Owner: _____ Email: _____

Authorized Buyers: _____

Type of Store (circle): Brick & Mortar On-Line Paper Catalog Other (Describe):

Product Line Interested in (circle): Children's Products Fiber Craft Products

References:

Bank Name: _____ Account # _____

Address: _____ Contact Person: _____

City/State/Zip: _____ Phone: _____

Trade References:

Account

1. Name: _____

Phone / Fax: _____

2. Name: _____

Phone / Fax: _____

Credit Card:

1) required for drop ship customers billed weekly,

2) subject to a \$ 15 service fee if used to pay invoices with dated billing (net 30 etc):

Visa or MasterCard: _____ Name on card: _____ Acct. #: _____

Card Billing Address: _____

Please call us with the Security Code & Expiration Date

Terms and Policies:

- Complete BOTH pages. Review our policies, provide requested information, and return a signed copy of this form. **Signatures verify you understand and agree to adhere to our policies.**
- Standard terms vary from pre-pays with credit cards for drop ship only dealers to net 30 days for most stocking dealers. **Credit limits and terms are established on a case by case basis.**
- Pay from invoices. Statements are issued to confirm balances, and assess finance charges.
- Past due invoices are assessed finance charges of 1-1/2% per month (minimum \$5.00 per month). Payments are applied to outstanding finance charges, then outstanding invoice balances.
- Orders may be held if credit limit will be exceeded or if any invoices are past due.
- Special discounts and/or freight allowances are void on invoices not paid within stated terms.
- **We reserve the right to withhold drop ship services from retailers not complying with our Minimum Advertised Price (MAP) policy of "MSRP less 15%" (described on next page).**

Shipping Costs:

Prices quoted FOB our St. Paul shop. Freight may be pre-paid, then billed along with goods shipped.

Freight program: FFA @ \$ 1,500 on a qualifying order, then FFA @ \$ 750 on re-stocking orders for the following twelve months. Freight program may be started or renewed any time during the year. Freight program applies to shipments sent to one address in lower 48 states and does not apply when advertising fees, catalog fees, or promotional discounts are in place. Invoices must be paid within stated terms to qualify for freight program.

Damaged Goods:

Claims for shipping damage must be made within 30 days of receipt of goods. Replacement parts, replacement goods, returns, and/or credits are issued at our discretion.

Minimum Advertised Price (MAP) Policy:

To qualify for drop ship services, retailers must purchase and stock Beka products on a regular basis OR adhere to a MAP threshold of "MSRP less 15%": Minimum advertised retail prices must be equal to or greater than 85% of retail prices listed on Beka's web site (our MSRP).

This policy applies to US based retailers and relates to drop shipping within the US. Retailers in violation of this policy will not be eligible for drop shipping services from Beka.

Shipping & Handling:

- \$6.00 per package drop shipped
- \$6.00 per package shipped via the U.S. Postal Service (\$12.00 if drop shipped)
- We will notify you if additional handling fees apply
- Above fees are in addition to per package transportation costs

Other items to note:

- 15% re-stocking fee on returned goods, freight not credited. Returns by prior approval only.
- Discounts and dating programs may be offered periodically. Watch for emails with details.
- Contact us to discuss advertising support or to request discounts on floor models.

Credit Limit Requested

Please circle requested limit: 500 1000 2500 5000 Other: _____

Agreement:

The undersigned agrees to promptly remit to Beka all invoiced charges, finance charges, fees, and any associated collection expenses incurred in accordance with the above described policies.

Sign below, to indicate you understand and accept Beka's terms of sale and policies, including the MAP policy required to qualify for drop ship services. Terms of sale details may change over time; please confirm details when ordering. (Must be signed by an authorized guarantor of company compliance.)

Owner/Officer (print): _____ Title: _____

Signature: _____ Date: _____

*****OFFICE USE*****

Date Review Completed: _____

Approved by: _____

Credit Limit Assigned: _____