



DOWN TO EARTH DISTRIBUTORS, INC.

Practical Goods for Natural Living

PO Box 1419 • Eugene, OR 97440 • Phone: 541-485-5932 • Fax: 541-485-7141

Net 30 Terms Wholesale Account Packet

Dear New Customer,

Thank you for your interest in Down To Earth Distributors, Inc. We are a wholesale supply company. We sell to businesses that resell or use our products in manufacturing or commercial agriculture. Our goal is to develop successful long term business partnerships with these types of businesses.

If you are a verifiable business with a valid Resale Certificate and would like to establish a Net 30 Day account with us, please return the following forms by fax to 541-485-7141 or e-mail to pweaver@downtoearthdistributors.com:

- Net 30 Day Credit Application Wholesale Account Sales agreement signed by an Owner, Partner or Corporate Officer only.
- The Down To Earth provided reference sheet with at least 4 references or your prepared reference sheet/company profile with fax numbers. (We only contact references via fax.) Please provide verifiable current trade/vendor references. Do not use C.O.D. or credit card only references.
- The provided Resale Certificate form or a copy of your State Resale Certificate (unless we will be shipping to Alaska, Delaware, Montana, New Hampshire or Oregon). PLEASE NOTE: Down To Earth Distributors, Inc. requires the State Resale Certificate. Not the Resale License (which must be displayed at your business location).
- Proof of Business Registration in your state.
- Down To Earth Shipping Questionnaire.

We will make every effort to establish an open account for your business. If your Net 30 Day application is approved by us, you will be notified within 30 days. If your Net 30 Day application is not approved you will be presented with other options or will also have the option of reapplying for Net 30 Day terms at a later date.

Again thank you for your interest in Down To Earth Distributors, Inc.
We hope that we will be doing business together for many years.

Sincerely,

The Staff at Down To Earth Distributors, Inc.



NET 30 DAY CREDIT APPLICATION WHOLESALE ACCOUNT SALES AGREEMENT

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– PLEASE TYPE OR PRINT CLEARLY & FILL OUT COMPLETELY –

CREDIT AMOUNT REQUESTED \$ _____

Doing Business As _____

Phone _____

Registered Business Name _____

Fax _____

Billing Address _____

Email _____

City, State, Zip _____

Web _____

Shipping Address _____

Buyer Contact _____

City, State, Zip _____

Buyer Email _____

Accounts Payable Contact _____

Accounts Payable Phone _____

Accounts Payable Email _____

Accounts Payable Fax _____

State Business Registry# _____

Resale Certificate# _____

Date Business Established _____

Number of full-time employees _____

Form of Business

- ☐ Proprietorship
- ☐ Partnership
- ☐ Limited Liability Partnership
- ☐ Limited Liability Company
- ☐ Corporation
- ☐ Nonprofit

Type of Business

- ☐ Retailer
- ☐ Internet / E-Commerce
- ☐ Catalog
- ☐ Distributor
- ☐ Manufacturer
- ☐ Farm / Greenhouse / Nursery / Landscape

Please check all that apply

- ☐ Grocery / Natural Foods / Co-op
- ☐ Kitchen / Gourmet
- ☐ Food Service (Restaurant / Deli)
- ☐ Hardware
- ☐ Garden Center
- ☐ Hydroponics / Indoor Garden

OWNERS, PARTNERS OR CORPORATE OFFICERS

Name _____

Title _____

Name _____

Title _____

Name _____

Title _____

Has this business or any of the names above ever filed for bankruptcy? ☐ Yes ☐ No

SALES AGREEMENT (to be signed by an Owner, Partner or Corporate Officer)

In consideration of extension of credit and/or delivery of merchandise by *Down To Earth Distributors, Inc.*, the applicant agrees, acknowledges and warrants the following:

1. The applicant hereby authorizes *Down To Earth Distributors, Inc.*, to contact the references listed in assessing the credit and financial standing of their company. The applicant represents and warrants that the information given is true and correct and attests financial responsibility, ability and willingness to pay all invoices within 30 days of the date of the invoice or as otherwise agreed upon. Payment made on current or past due invoices by credit card will incur a 2% surcharge. A fee of \$35.00 will be charged on all returned checks. The applicant also agrees to pay *Down To Earth Distributors, Inc.*, a finance charge calculated at a rate of 2% p.m. on any past due balances.
2. In the event of default in the payment of any amount due, the undersigned agrees to pay all outstanding finance charges, reasonable collection costs, including agency, attorney's fees and court costs incurred. Venue of any suit shall be laid in Lane County, Oregon, United States.
3. The applicant agrees to notify *Down To Earth Distributors, Inc.*, promptly in writing of any changes in ownership of the business conducted under the account name and agrees to the liability for all charges to the business conducted under the account name unless and until *Down To Earth Distributors, Inc.* receives written notice of the change in ownership.
4. *Down To Earth Distributors, Inc.*, maintains security interest in products sold until such time as payment is received in full by *Down To Earth Distributors, Inc.*

Authorized Signature _____ Title _____ Date _____



REFERENCE SHEET

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Please list at least four trade references with which you have credit history.
We request references by fax only. Please be sure to list phone and fax number for all of your references.
PLEASE DO NOT LIST COD OR CREDIT CARD ONLY ACCOUNTS

- PLEASE TYPE OR PRINT CLEARLY & FILL OUT COMPLETELY -

Trade Reference _____ Phone # _____ Fax # _____

Address _____ Account # _____

City, State, Zip _____ Contact _____

Trade Reference _____ Phone # _____ Fax # _____

Address _____ Account # _____

City, State, Zip _____ Contact _____

Trade Reference _____ Phone # _____ Fax # _____

Address _____ Account # _____

City, State, Zip _____ Contact _____

Trade Reference _____ Phone # _____ Fax # _____

Address _____ Account # _____

City, State, Zip _____ Contact _____

Trade Reference _____ Phone # _____ Fax # _____

Address _____ Account # _____

City, State, Zip _____ Contact _____

Bank _____ Phone: _____

Address _____ Account # _____

City, State, Zip _____

Contact _____

Type of Account ☐ Checking ☐ Saving ☐ Loan



STATE RESALE CERTIFICATE FORM

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Confidential Business Information Sheet

– PLEASE TYPE OR PRINT CLEARLY & FILL OUT COMPLETELY –

Assumed Business Name _____

Physical Address _____

The applicant and agent hereby certify that the business named above holds a valid resale certificate number issued pursuant to the Sales and Use Tax Laws of the local, state and federal governments where the business is located.

Resale Certificate# _____

Please briefly describe the business: _____

The tangible property described herein which the applicant shall purchase from *Down To Earth Distributors, Inc.*, will be resold in the form of tangible personal property. If in the event any such property is used for the purpose other than retention, demonstration or display while holding it for sale in the regular course of business, it is understood that the applicant is required by the Sales and Use Tax Laws to report and pay for the tax measured by the purchase price of such property. *Down To Earth Distributors, Inc.* will not be responsible for collecting or paying said tax.

Please describe the property to be purchased: _____

Authorized Signature _____

Title _____ Date _____

**PLEASE ATTACH COPIES OF YOUR BUSINESS LICENSE
AND RESALE CERTIFICATE**



RESALE QUESTIONNAIRE

PO Box 1419 • Eugene, OR 97440 • Phone: 541-485-5932 • Fax: 541-485-7141

Confidential Business Information Sheet

PLEASE TYPE OR PRINT CLEARLY & FILL OUT COMPLETELY

Retail Store Name _____ Phone Number _____

Buyer Name _____ Email Address _____

If you have more than one location, please attach additional addresses

Retail Store Address _____ City _____

State _____ Zip _____ Store hours & days open to the public _____

Do you have a website? _____ What is its address? _____

What type of Resale Business are you?

☐ Grocery / Natural Foods / Co-op ☐ Kitchen / Gourmet ☐ Catalog ☐ Hydroponics / Indoor Garden

☐ Hardware ☐ Garden Center / Farm Supply ☐ Gift ☐ Green / Eco Store ☐ Internet Sales

☐ Other (please list) _____

Will you be reselling: ☐ Gardening products ☐ Housewares ☐ Both

Will you be selling our products online? _____

Please provide us pictures of your store. *Website address will work for online only retailers.*

Square footage of store: _____ Square footage reserved for Down To Earth products: _____

What products are you interested in carrying? _____

What is your monthly budget to stock Down To Earth products? *Please choose one.*

☐ \$1 - \$999 ☐ \$1000 - \$2499 ☐ \$2500 - \$4999 ☐ \$5000 - \$9999 ☐ \$10,000 +



SHIPPING QUESTIONNAIRE

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Confidential Business Information Sheet

PLEASE TYPE OR PRINT CLEARLY & FILL OUT COMPLETELY

	YES	NO
Is your shipping address in a residential neighborhood?		
Is your shipping address in a rural area?		
Does anyone live at the shipping address?		
Is there a forklift & operator at the shipping address during receiving hours?		
Is there a dock at the shipping address?		
Is there delivery access for a large semi-truck?		
Is the road paved?		
Is there a paved pad for unloading?		
Is there space to turn a large semi-truck?		
Is there a gate (locked or otherwise) that the delivery truck must pass through?		
Does your Receiving Department require an appointment prior to delivery? <i>There may be an additional charge</i>		
Do you require a call from the freight company prior to delivery? <i>There may be an additional charge</i>		
Do you require tracking information for common carrier shipments?		
What are your receiving hours and days?		
Please list any freight company preferences (e.g. FedEx, UPS, Oak Harbor, etc.):		
List collect freight account numbers & companies:		
List any special delivery instructions: <i>Some requests may incur additional charges</i>		

YOUR SALES REPRESENTATIVE CAN DISCUSS POTENTIAL ADDITIONAL CHARGES WITH YOU