



(FOR OFFICIAL USE ONLY)

DATE: \_\_\_/\_\_\_/\_\_\_ ACCT#: \_\_\_\_\_ EST. ANNUAL SALES: \_\_\_\_\_  
 SALES REP: \_\_\_\_\_ TYPE: \_\_\_\_\_ CREDIT LIMIT: \_\_\_\_\_  
 ACCTING APPROVAL: \_\_\_\_\_ DIR. OF SALES APPROVAL: \_\_\_\_\_

# RESELLER APPLICATION

## COMPANY INFORMATION

Partnership  S-Corp  C-Corp  Sole Proprietor  LLC

Legal Company Name/DBA \_\_\_\_\_ ASI#/PPA# (if applicable) / FED TAX ID \_\_\_\_\_ In Business Since (MM/DD/YYYY) \_\_\_\_\_

Mailing (Billing) Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ ZIP+4 \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_ Website \_\_\_\_\_

Shipping address  Same as above

City \_\_\_\_\_ State \_\_\_\_\_ ZIP+4 \_\_\_\_\_

President/Administrator \_\_\_\_\_ President/Administrator Email \_\_\_\_\_

Purchasing Manager \_\_\_\_\_ Purchasing Email (Required) \_\_\_\_\_

Sales Manager \_\_\_\_\_ Sales Email \_\_\_\_\_

Accounts Payable Contact \_\_\_\_\_ Accounts Payable Email (Electronic Invoicing) \_\_\_\_\_

*In an effort to be environmentally friendly and to streamline our processes, Rite in the Rain invoices and order acknowledgments are transmitted electronically. If you do not have an email address or prefer another means of receiving Rite in the Rain documentation, please contact your account representative for special routing.*

Preferred freight service:  
 UPS  FedEx  Other: \_\_\_\_\_ Account #: \_\_\_\_\_ **OR**  Routing Guide Available (please provide)

Sales Outlets (Check all that apply):  
 Owned Website  2-Step Distributor  Amazon, Ebay, Google, other  Government  Catalog  International\*  Retail Storefront: If yes, how many physical location(s)? \_\_\_\_\_

How many outside Sales Staff? \_\_\_\_\_ Covering what Territories?\*

*If you intend to sell outside of the USA, you will need to apply for sales in those regions and territories under our International Dealer Application.*

## CUSTOMER TYPES (Please select all that apply)

### GENERAL

- EVERYDAY CARRY**  
 Organization  
 Creativity
- EDUCATION**  
 Classroom  
 Research
- MARINE & SCUBA**  
 Marine  
 Scuba

### COMMERCIAL

- EARTH SCIENCES**  
 Geological  
 Environmental
- ENERGY**  
 Utilities  
 Oil & Petrol
- CONSTRUCTION**  
 Construction  
 Job Site  
 DIY  
 Industrial
- SURVEYING & ENGINEERING**  
 Surveying  
 Engineering
- FORESTRY & MINING**  
 Forestry  
 Mining

### PUBLIC SAFETY

- LAW ENFORCEMENT**  
 Law Enforcement
- PUBLIC SAFETY**  
 CERT  
 Fire  
 EMS
- TACTICAL**  
 Military

### OUTDOOR

- SPORTSMEN**  
 Hunting  
 Fishing
- RECREATION**  
 Travel  
 Outdoor  
 Birding  
 Climbing
- ATHLETICS**  
 Sports  
 Training

**OTHER:** \_\_\_\_\_

**dealers.RiteintheRain.com**

Your reseller website Access Authorization Code will be emailed at time of approval.

**JL DARLING, LLC** • 2614 Pacific Highway East, Tacoma, Washington 98424-1017  
 JLD\_SalesSupport@RiteintheRain.com • Phone (253) 922-5000 • Fax (253) 922-5552



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# RESELLER TERMS & CONDITIONS OF SALE

**NEW ACCOUNTS** New Customers must complete and sign a reseller application form before a reseller discount can be extended.

**RESELLER AGREEMENT** Must be able to provide a multi-state reseller certificate.

**THIRD-PARTY SELLER AGREEMENT** Resellers are prohibited from reselling on third-party selling sites including Amazon, Walmart, eBay, Alibaba, or any third party representation on an online store or platform. This includes GSA Advantage or any other Government platform without specific, written authorization by JL Darling LLC. Continued third-party selling on these sites or platforms without written authorization by JL Darling LLC may result in the termination of your Reseller Agreement.

**DISCOUNTS AND ORDER REQUIREMENTS** A minimum of \$1,500 or more in orders is required annually to maintain reseller status. The net minimum reseller opening order is \$250. Refill order is \$100. Products must be ordered in standard inner or case pack quantities. Product quantities will automatically be increased to meet inner or case pack requirements. Orders canceled or requiring major revisions less than 24 hours prior to ship date or while in transit may be subject to a 15% restocking fee. All items are subject to price change or withdrawal without notice.

**TERMS** First year purchases are to be made by credit card to establish purchase history. Applications for N30 terms can be evaluated after meeting one year of required annual sales minimums.

**FREIGHT TERMS** Standard freight terms are FOB our plant, Tacoma, WA 98424, and are calculated individually for each order and added to the invoice. UPS, FedEx, Parcel Post, Common Carrier and Air Freight are available. In most cases freight will be prepaid with charges added to the invoice. LTL shipments are sent Freight Collect. Please specify by which means the order is to be shipped. We do not offer a drop shipping program.

**DAMAGED SHIPMENTS** All claims for loss or damage on prepaid freight shipments will be handled through JL Darling, LLC. All claims on freight collect shipments will be handled by the Buyer directly with the freight company. Must be claimed within 30 days from date of invoice.

**RETURNED GOODS** JL Darling, LLC does not guarantee the commercial success or resale of its products and does not accept the return of sellable merchandise. Merchandise returns will only be considered under extraordinary circumstances. No merchandise will be accepted for return unless specific authorization for such return has been given in advance by dealer services and may be subject to a 15% restocking fee. No returns are authorized past 90 days from date of invoice. No returns accepted on custom printed or imprinted materials. All merchandise is guaranteed against manufacturing defects. Return of defective merchandise requires specific authorization in advance by dealer services. No returns are authorized past 90 days from date of invoice.

**SHIPMENT ERROR** In the event of a shipment error caused by JL Darling, LLC which necessitates a return, only merchandise over-shipped and still in full inner or case packs may be returned. Approval by JL Darling, LLC and a return authorization number is required. A copy of the packing slip must accompany the returned items within 30 days from date of invoice.

**SHORTAGES** Shortage claims must be submitted in writing within 30 days of receipt of product order. All shortage claims will be reviewed by JL Darling, LLC for verification and to determine validity and issuance of any credit due. Non-reported shortage claims that are deducted from reseller (Buyer) payments without prior approval will be denied.

**TAX EXEMPTION** California, Michigan, Texas and Washington State Law requires that JL Darling, LLC maintain a valid, signed tax exempt permit for any customer requesting a non-taxable shipment within California, Michigan, Texas and Washington.

## AGREEMENT

Applicant agrees to the terms and conditions listed in this application; please sign below.

Multi-state resellers certificate included   
Initials required to confirm

Please, no stickers or stamps - hand written or digital signatures only.

For digital completion of this application - by entering data in the "signature" field you are agreeing to all terms & conditions.

Applicants Name (*please print*)

Title

Signature

Date



Please email this form to: [JLD\\_SalesSupport@RiteintheRain.com](mailto:JLD_SalesSupport@RiteintheRain.com)  
or fax both pages to (253) 922-5552 or mail to the address below, attention: Sales Support

**JL DARLING, LLC** 2614 Pacific Highway East, Tacoma, WA 98424-1017