

Fellow Skater(s),

Thank you for your interest in becoming a Skate One Dealer! Please make sure to follow the instructions on the dealer application and fill out the form completely. Please make sure to sign the application and include three photos of your shop, one of the store front, one of the deck wall, and one of the hard goods case. Once you have taken the time to complete the dealer application, please return it by email, fax, or physical mail. Upon receiving your retail store's completed application, our staff will review it for approval. After your application has been approved, Skate One will assign your shop a sales representative and information on wholesale pricing will be provided. Please feel free to contact Skate One if you have any questions regarding the application process. Applications will not be processed if incomplete.

Thank you for your interest in selling Skate One Products,

Juli Powell
V.P. Sales
Skate One Corporation

Skate One Corporation
30 S. La Patera Lane
Santa Barbara, CA 93117
Toll Free (800) 288-7528 ex.159
Fax (805) 964-0511

Visit www.skateone.com today!



SKATE ONE CORPORATION - RETAIL DEALER APPLICATION

**Please be sure to include photos of: Store Front, Interior, and Displays. Email to: Service@skateone.com
Attn: dealer apps. Phone #: (805) 964-1330
Fax #: (805) 964-0511 or email: service@skateone.com**

Thank you for your interest in becoming a Skate One Dealer. Please take the time to fill out this application completely and accurately, as this will be our primary source of information about your business. **We are sorry, but incomplete applications will not be considered.** Make sure to sign this application in all of the designated areas. Return it to us along with any other financial, credit or marketing information that you believe will be of help to us in reviewing your application for dealership. (Please print or type.)

Store Name: _____

Store Address: _____

City: _____ State: _____ Zip Code: _____

Primary Contact Name: _____ Phone: _____ Cell phone: _____ Fax#: _____

Email Contact name: _____ Email address: _____

Websites you use to sell skateboard products: (List all) _____

Additional Domain Names Used for all online skateboard sales (List all): _____

Type of Business: Proprietorship: _____ Partnership: _____ Corporation: _____ Yrs in Operation: _____ Store size: (Sq. ft.) _____

How many stores do you have, and where are they located?: _____

List additional store location addresses: _____

Primary products sold in store(s): _____

Primary products sold online?: (If applicable) _____

Do you assemble decks and install accessories?: _____ If yes, how many skateboards did this store service/repair last year _____

What % of your display area is for skateboards?: _____ What skateboard brands are you currently carrying in this store?(List all below):

Skate brands: _____

Which skateboard companies do you buy direct from: (List all) _____

Which U.S. Distributors do you buy from?: (List all) _____

If you are presently carrying Skate One brands, which distributor do you purchase our products from? (List all) _____



Primary products sold and breakdown: % of total sales

Skateboards: _____ Snowboards: _____ Skis: _____ Bikes: _____ Scooters: _____ Inline/Quad: _____ Soft Goods: _____ Other: _____

List below a breakdown by % of your hard goods and clothing sales:

Hard Goods: In store: _____ % E-Commerce: _____ % Mail Order: _____ % Swap Meet: _____ % Other: _____ %

Clothing: In store: _____ % E-Commerce: _____ % Mail Order: _____ % Swap Meet: _____ % Other: _____ %

How many days per week are you open?: _____ What are your store hours: _____

Name of owner/president: _____ **Contact Information:** _____

Home address: _____ City: _____ State: _____ Zip: _____

Store Manager(s): _____ **Primary phone # and email address:** _____

Authorized Buyer(s): _____ **Primary phone # and email address:** _____

Name of Parent Company: _____ **Yrs. In Operation:** _____

Address: _____

City: _____ State: _____ Zip: _____

Bill to: _____ Address: _____

City: _____ State: _____ Zip: _____

Name of Store's Bank: _____ **Contact & Tel#:** _____

Address: _____

City: _____ State: _____ Zip: _____

Trade Reference: _____ **Address:** _____

City: _____ State: _____ Zip: _____ **Contact & Tel#:** _____

Trade Reference: _____ **Address:** _____

City: _____ State: _____ Zip: _____ **Contact & Tel#:** _____

Trade Reference: _____ **Address:** _____

City: _____ State: _____ Zip: _____ **Contact & Tel#:** _____



Firm name: _____

Federal Tax I.D. no.: _____

I hereby certify that I hold a valid **seller's permit** number: _____

Issued pursuant to the Sales and Use Tax Law, that I am engaged in the business of selling and that the tangible personal property described herein which I shall purchase from Skate One Corporation will be resold by me in the form of tangible personal property; PROVIDED, however, that in the event any of such property is used for any other purpose other than retention, demonstration, or display while holding it for sale in the regular course of business, it is understood that I am required by the Sales and Use Tax Law to report and pay for the tax, measured by the purchase price of such property.

Description of property to be purchased: _____

Dated: _____ of 20 _____ Signature: _____

At: _____ By and title: _____

Phone no.: _____ Address: _____

I HEREBY CERTIFY THAT ALL OF THE ABOVE IS TRUE AND ACCURATE.

Signature: _____ Dated: _____ 20 _____

(Owner / President signature)

Name: _____ Title: _____

(please print)





SKATE ONE CORPORATION TERMS AND CONDITIONS

1. Each order placed with Skate One by buyer is, if accepted by Skate One, automatically referenced to this agreement and to the Skate One Corp. Retail Dealer Agreement, and both of these agreements are incorporated by this reference into each purchase
2. To pay for each purchase in accordance with the applicable price, payment and service charge schedule in effect at the time of shipment.
3. Skate One's Corp.'s terms of payment are normally cash on delivery. Skate One Corp. will accept buyer's company check, if buyer's credit worthiness and payment history are substantiated by Skate One Corp.'s credit check on buyer. Initial shipments will be on a cash prepayment or cash COD basis until such credit check can be made to Skate One Corp.'s satisfaction. If buyer desires to purchase Skate One Corp.'s products on net terms and can meet Skate One Corp.'s credit requirements, net terms may be available. The terms of sale on open or net accounts are as follows: Net 30.
4. If buyer's check is not valid at the time of deposit by Skate One Corp., buyer agrees to pay a minimum of \$25.00 handling charge for each non-valid check, plus a service charge of 1.5% per month on the unpaid or delinquent amount until the amount owing is paid in full. Buyer's payment terms will automatically become cash COD if a second check "bounces" or if the first "bounced" check is not promptly paid. Continued non-payment or late payment (if Buyer is approved for credit) will result in the termination of all agreements between Skate One Corp. and buyer, and the implementation of such remedies as are legally available to Skate One Corp.
5. Skate One Corp. shall have all the rights of a Secured party pursuant to the California Uniform Commercial Code. Nothing shall prevent Skate One Corp. from removing Skate One Corp. merchandise from any premises to which it may be attached, upon any breach of this agreement.
6. That in the event that it becomes necessary to place the account in the hands of an attorney or collection agency, the parties liable herein agree to pay the cost of collection including attorney's fees and court costs.
7. Merchandise may be returned to Skate One Corp. only with prior written permission from Skate One Corp. Unauthorized returns may be rejected by Skate One Corp., and buyer held responsible. A return charge will be incurred by the buyer unless the merchandise in question was shipped to buyer in error or the merchandise is found to be defective by Skate One Corp. Skate One Corp. charges a minimum 15% restocking of merchandise cost plus shipping charges on returns it authorizes. The buyer is responsible for the returned goods until they are received in "new" condition by Skate One Corp. If the returned items are not received in "new" condition, the buyer will pay the full cost of the returned items and all shipping expenses involved in the transaction as determined solely by Skate One Corp.
8. Delivery of ordered merchandise may not be refused without prior permission from Skate One Corp. Buyer will be charged a minimum of 15% restocking charge, all associated shipping charges, and the payment terms changed to "Cash Prepayment."
9. All merchandise purchased from Skate One Corp. is approved for resale to your retail customers. It is not approved for resale to another retail store or available for re-distribution to unapproved sellers of skateboard or skateboard related products without permission in writing from Skate One Corp.
10. I have read the above agreement, agree to it's terms and conditions, and attest to the accuracy of all of the information provided in this dealer application.

Name (please print) _____ Title _____ Date _____

Authorized Signature "below"

Please Sign: _____

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