



# New Pet Account Guidelines

**Hello!** Thank you for your interest in opening a Terrain D.O.G.® account. Please take a few minutes to read our guidelines and complete the form on the reverse side in its entirety. Return the form, along with pictures of the inside and outside of your retail store, to us via fax, mail or email at [petproducts@weaverleather.com](mailto:petproducts@weaverleather.com) as soon as possible. Upon receiving, reviewing and approving your application, we will give you a Terrain D.O.G.® Account Number to use when ordering. Upon receiving your Terrain D.O.G.® Account Number, you may begin ordering from our catalog immediately. Please note: first time orders must total \$300.00 or more (excluding shipping charges). If you have any questions regarding this application, please call us at 800-932-8371 or 330-674-1782. Attention AZ, CA, CO, FL, GA, IA, ID, IL, IN, KS, KY, NM, MD, MI, MN, MO, NY, OH, OK, PA, SD, TN, TX, UT, VA, WA, WI and WV Customers: In addition to this application, we require that you submit a Blanket Certificate of Exemption for sales tax purposes. Please contact us for a copy of this form. Additional states are subject to be added without notice.

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

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

**Terrain D.O.G.® 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.**

**Wholesale Only** We have strict guidelines of selling our nylon and leather pet 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 Terrain D.O.G.® pet products by maintaining physical retail locations, in-store displays, catalogs and websites.

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

## Additional Details:

- Terrain D.O.G.® reserves the right to change MAP 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 Terrain D.O.G.® product at a price lower than our MAP.
  - 2) Offering general store-wide discounts without excluding Terrain D.O.G.® in the advertisement.
  - 3) Advertising and selling Terrain D.O.G.® products as a part of a package (with or without products from other manufacturers) at a price that is lower than the total MAP of Terrain D.O.G.® 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.
- 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 Terrain D.O.G.® products, as long as no price is listed.
- Terrain D.O.G.® may, at times, allow dealers to advertise products at prices lower than MAP. Terrain D.O.G.® reserves the right to modify or suspend the MAP 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, Terrain D.O.G.® considers this to be a violation by all the dealer's store locations.
- When MAP Policy violations are discovered by Terrain D.O.G.®, 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 Terrain D.O.G.® 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 Terrain D.O.G.® dealer.

## Distribution Channel and Third Party Policy for All Terrain D.O.G.® Products:

- All Terrain D.O.G.® 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.
- Terrain D.O.G.® grants Exclusive Distribution to sell on Third Party Sites and/or marketplaces including, but not limited to, the following: Amazon, eBay, and Jet.
- Terrain D.O.G.® 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, Terrain D.O.G.® 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 Pet Application Form.



# New Pet Account Application Form

Please complete this side first

### In House Use Only

Account Number \_\_\_\_\_  
 Account Type \_\_\_\_\_  
 Date Approved \_\_\_\_/\_\_\_\_/\_\_\_\_  
 Approved By \_\_\_\_\_

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(Please type or print clearly in dark ink)

Business Name \_\_\_\_\_ Date \_\_\_\_\_  
 Owner Name(s) \_\_\_\_\_  
 Federal Tax ID # \_\_\_\_\_  
 Number of Employees \_\_\_\_\_ (Including yourself)  Corporation  Partnership  Proprietorship  
 Mailing Address \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
 Shipping Address \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
 Store Phone (\_\_\_\_\_) \_\_\_\_\_ Fax (\_\_\_\_\_) \_\_\_\_\_ E-Mail 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, NM, MD, MI, MN, MO, NY, OH, OK, PA, SD, TN, TX, UT, VA, WA, WI and WV Customers: In addition to this application, we require that you submit a Blanket Certificate of Exemption for sales tax purposes. Please contact us for a copy of this form. Additional states are subject to be added without notice.

Have you ever purchased directly from Terrain D.O.G.® 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

Which shows, if any, have you attended in the last 24 months?  
 1) \_\_\_\_\_ 2) \_\_\_\_\_ 3) \_\_\_\_\_  
 What other companies do you have wholesale accounts with?  
 \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_  
 What other brand name lines do you offer? \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_  
 Which credit cards do you accept?  Visa  MasterCard  Discover  American Express  
 Please estimate your average annual gross sales:  
 Less than \$15,000  \$15,000 - \$24,999  \$25,000 - \$49,999  \$50,000 - \$99,999  \$100,000 - \$249,999  
 \$250,000 - \$499,999  \$500,000 - \$999,999  \$1,000,000 - \$3,000,000  Over \$3,000,000

When completed send to: Terrain D.O.G., Attn: Customer Service, PO Box 68, Mt. Hope, OH 44660-0068, email to petproducts@weaverfeather.com or fax to: 800-693-2837



If you wish to establish Check Accepted or Open Account, please complete the Credit Application Form on the 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.



# New Pet Account Credit Application Form

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### 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 **Pet Suppliers** do you purchase from?

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

Please indicate your average Pet inventory \$ \_\_\_\_\_

Please indicate estimated annual "Non-Pet" 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, Terrain D.O.G.® 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 via email to [petproducts@weaverleather.com](mailto:petproducts@weaverleather.com), fax to 800-693-2837 or mail to Terrain D.O.G., Attn: Credit Dept., 7540 CR 201, PO Box 68, Mt. Hope, OH 44660-0068.

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