



DEALER ACCOUNT-OPEN TERMS APPLICATION

Please send all documentation to:
dealer@lancasterarchery.com (preferred)
Lancaster Archery Supply
21 Graybill Road
Leola, PA 17540
or Fax to (717) 556-1390

ACCOUNT # : _____

To help us process your application as quickly as possible please fill in all relevant information.

Please allow up to a three-week processing time for Open Account applications.

BUSINESS INFORMATION

Company Name: _____
Billing Address: _____

City: _____ State: _____ Zip: _____
Shipping Address: _____
City: _____ State: _____ Zip: _____
Select **one** preferred method to receive invoices:
E-mail to Receive Invoices:

Mail Invoices to Billing Address

OWNER INFORMATION

Owner's Name: _____
Home Address: _____

City: _____ State: _____ Zip: _____

LAS Use Only – Please do not write in this box
Terms _____ Credit Limit _____
Authorized Signature _____

REFERENCES – Please only list references that you pay directly and with whom you have an Open Account. (Please do not list references that are Prepaid Accounts.)

ARCHERY TRADE REFERENCES (MUST list 3 references. Please complete all information for each reference.)

Ref. #1: _____
City: _____ State: _____ Zip _____
Phone: _____
Fax #: _____
E-mail: _____

Ref. #2: _____
City: _____ State: _____ Zip _____
Phone: _____
Fax #: _____
E-mail: _____

Ref. #3: _____
City: _____ State: _____ Zip _____
Phone: _____
Fax #: _____
E-mail: _____

BUSINESS BANK DETAILS

Name of Bank: _____
Address: _____
City: _____ State: _____ Zip: _____
Phone: _____

Account Numbers - Checking: _____
Savings: _____
Bank Officer: _____

I hereby authorize bank to furnish information on the above accounts to Lancaster Archery Supply.

Signature of Account Holder

PLEASE READ AND CHECK THE BOX AGREEING TO THE TERMS & CONDITIONS BELOW:

All signatures (type in name) on this application certify that the information set forth above, together with all information submitted in connection with this application is true and correct. I understand that Lancaster Archery Supply, Inc. may rely on this information for extending credit to me. All returned checks will be assessed a \$25.00 service charge. Open account terms are Net 30 Days from the shipping date of the order. By law a finance charge of 1.5% per month will be assessed on any past due invoice. Rate is governed by individual state laws. I have read and understand the terms of sale stated above and agree that such terms apply to all transactions with Lancaster Archery Supply.

Signature of person completing the above information

Title Within Organization

Date

PERSONAL GUARANTEE

I hereby agree to pay Lancaster Archery Supply, Inc. all indebtedness now or hereafter owing by me to said company, whether individually, partnership or corporation. In consideration of Lancaster Archery Supply, Inc. extending credit to the above applicant, the undersigned does hereby individually and personally guarantee to Lancaster Archery Supply, Inc. the sum or sums of money as may at any time hereafter become due to Lancaster Archery Supply, Inc. from the said applicant for goods sold to the applicant whether said indebtedness be in the form of notes, bills, or open account. If it becomes necessary to use a collection agency or to enforce this guarantee by suit, I agree to pay collection costs, interest and attorney fees as allowed by law.

Signature of Owner(s)

Date

Signature of Owner(s)

Date

DEALER ORDERING INFORMATION

TO OUR VALUED DEALERS: Please review the information below to assist us in serving your archery business needs. Our goal is to be an important "go-to" source for assistance in making your archery business more enjoyable and productive. For more questions or for more information please call 1-888-813-8546.

PLACING ORDERS: To shop anytime, please visit www.LancasterArchery.com or use the order form from in this catalog to e-mail, fax, or mail your order 24 hours a day/seven days a week. Call our Archery "TechXPerts" at 1-888-813-8546 for advice or to place your order during our business hours listed on page 4. We ship most orders within 24 hours and orders including MTO arrows within 3-5 business days. Domestic shipping transit time is 1-8 days depending on distance and shipping method. For e-mail, fax, or mail-orders, please include your zip code, name, shipping/billing addresses, e-mail address, telephone number, and the item numbers that you would like to purchase. Write out the sizes, colors, and specifications necessary to ship exactly what you want. If you aren't sure, please ask. We will gladly answer your questions on any archery related subject. In the rare event of an out of stock item, indicate your preference to: a) place the item on backorder, b) hold the order until complete, or c) cancel backordered item(s). If backorder instructions are not specified, we will backorder the item and contact you by e-mail or phone when it is ready to ship.

ARCHERY DEALER REQUIREMENTS:

We will sell to you as a qualified archery dealer if you:

- Complete our dealer application and it is approved after checking references, etc.
- Have business bank accounts and a business telephone listing in your local telephone book.
- Have all valid business and sales tax licenses on file with us.
- Maintain regular store hours. Please list these on your application.
- Maintain a qualified archery knowledgeable sales staff to perform technical servicing.
- Maintain a responsible payment history and \$1,500 yearly volume.
- Have a physical location for a sporting goods or archery stocking pro shop for retail sales. A representative inventory of bows and archery equipment for resale to consumers must be maintained. Lancaster Archery Supply reserves the right to refuse to sell to concerns detrimental to our Dealer network of professionals in the Archery Industry. (We do not sell or drop ship for "virtual" e-tailers doing business only via internet e-commerce.)

DEALER WEBSITE: Visit our dealer website www.lancasterarcherydealer.com for items, pricing, specials and to place your dealer orders and see or print our dealer pricing on the dealer website. To access wholesale pricing, login using the e-mail from your existing dealer account and a password will be sent to you. Use www.LancasterArcheryDealer.com anytime day or night seven days a week to research and place your orders with inventory stock status, shipping totals and improved functionality. You'll get an e-mail confirmation when your order is shipped and on the way to your shop.

TERMS OF SALE: We must have a completed dealer application on file to accept an initial opening order in most cases. We need a photocopy of your business license for tax purposes. An approved application on file will qualify you to prepay using a check/money order, Visa, MasterCard, American Express or Discover credit card. NSF checks will be charged a \$25 NSF check fee and pending orders will be held until the account is cleared. Ordering with a purchase order qualifies you for Net 30 day terms. Any invoice that is 30 days past due is subject to 1.5% per month interest charge and the account may be changed to prepaid only. A yearly volume of at least \$1,500 is needed to maintain dealer status. We do not have a minimum order amount, although the minimum shipping charge of \$5.95 will apply.

****FREE FREIGHT**:** All orders over \$300 will receive free domestic ground shipping in the lower 48 contiguous United States. No discount code is required. Free domestic ground shipping does not cover oversize shipping charges that are added to orders containing oversize products which include tree stands, targets, decoys, bow presses, string jigs, bow cases, food plot seeds, ladders, etc. Oversize charges are indicated on the product pages of oversize items and will show up as a separate line item on the order confirmation page. (Free freight does not include insurance charges or specials orders). This allows you to save on shipping charges.

SHIPPING POLICY AND RATES: As a valued LAS customer, your order is our top priority! We will process and ship your order within 24 hours in most cases; one exception is when a backordered item is expected within a day. Standard Ground Shipments in the USA can be delivered via UPS or USPS.

Lancaster Archery Supply reserves the right to select the carrier for all free shipments. Orders containing oversize or heavy items will be charged based on the actual cost difference for the oversize items calculated by carriers as dimensional weight. (Bow presses and cases, targets, food plot products, tree stands, blinds, string jigs, etc.) Backordered items will be shipped via Free Domestic Ground Shipping unless otherwise specified. For domestic FED-EX, Next Day Air, 2nd Day Air, 3 Day Air and shipments to AK and HI or International Orders, please call or e-mail for a shipping quote based on your order. International export shipments are made via USPS EMS International Express Mail Service, USPS International Priority Mail, USPS International First Class Mail (</= 4 lb.), FED-EX International Priority or Economy or other International carrier of your choice such as UPS Expedited or Express. All shipments are F.O.B. Lancaster, PA. If you require a bottom line total to prepay your order containing oversize or air shipments, please contact us for the amount. Applicable Federal Excise Taxes on Archery Equipment of 11% or \$0.49/Arrow Shaft are included in all prices.

VOLUME PRICING: New Dealers are registered with Lancaster Archery as Bronze Dealers. In order to maintain Bronze Dealer Status a \$1,500 annual order volume is required. Dealers who meet higher annual purchasing minimums may qualify for Silver or Gold Dealer Status. Approved dealer accounts with annual order volume over \$7,500 qualify for Silver Dealer

Status, those over \$15,000 qualify for Gold Account Status. Account Status is subject to review.

RETURN AUTHORIZATIONS: Your satisfaction is important to Lancaster Archery Supply. If we have made an error while fulfilling your order, please call or e-mail us immediately and we will do everything possible to correct the situation. As per the return regulations posted at www.lancasterarchery.com/returns, qualified items purchased from Lancaster Archery Supply may be returned for a replacement item or refund within 15 days of delivery. All returns require a Return Authorization Number. The RA Number must be printed on the outside of the return shipment. To obtain a Return Authorization Number for your order, please complete the Return Authorization Form at www.lancasterarchery.com/returns or call us at 1-888-813-8546.

WARRANTY OF DEFECTIVE ITEMS: Defective merchandise is warranted under the manufacturer's warranty. Please contact the manufacturer directly or follow the procedure above for Return Authorizations. We will process the warranty under the guidelines of the manufacturer as quickly as possible. All merchandise is warranted by the manufacturer; not Lancaster Archery Supply. Most manufacturers require return of a defective item for evaluation for repair or replacements according to their policies and will not authorize us to immediately replace defective items. We will offer every assistance possible, however we cannot offer a refund for defective merchandise unless authorized from the manufacturer.

MISSING OR DAMAGED ITEMS: For UPS, Fed-Ex & most USPS shipments, we provide tracking information for you to insure dependable service. USPS claims for lost packages require 30 days to allow the package to arrive. We recommend critical orders be sent UPS or Fed-Ex when possible. If your order is missing anything or is damaged, please carefully check the contents and inspect the shipping carton. If the carton is undamaged, please contact us as soon as possible within 7 days of receipt. If you receive a damaged, crushed or torn-open package and the merchandise inside is damaged or missing in any way please keep all the packaging material and contact your local UPS, USPS or Fed-Ex service center for assistance in filing a claim. If your local carrier is unable to assist you then please call us at 1-888-813-8546. Please Do Not return the package to us until you have contacted UPS, USPS, or Fed-Ex and received instructions on how to proceed. You may lose your right to file a claim. For further information on filing a claim, please visit UPS at www.ups.com, USPS at usps.com or Fed-Ex at fedex.com.

INTERNATIONAL PAYMENTS: All international wholesale orders will be proforma invoice, prepaid by international money order or bank check drawn on a U.S. bank in U.S. dollars, wire fund transfer, or bank credit card. Wire fund transfers will have a \$20 bank fee added to your invoice total. E-mail, fax, or call for payment and shipping arrangements. We can ship via EMS Global Express Mail, USPS Global Priority Mail, UPS Expedited or Express, FED-EX Priority or Economy or another international carrier of your choice. If carrier is not specified, we will choose the best shipping method based on costs, service and value to you.

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DISCLAIMER: By placing an order with Lancaster Archery Supply, Inc., the purchaser or prospective purchaser assumes responsibility for compliance with any and all applicable federal, state and local laws. The purchaser evidences the acceptance of his or her responsibility by placing an order with Lancaster Archery Supply, Inc. The purchaser further assets that he or she is of appropriate age to purchase, possess and use any and all merchandise purchased from Lancaster Archery Supply, Inc.