

Berkshire Blanket & Home Co. Online Wholesale Account Application

Thanks for your interest in creating a wholesale account; we're looking forward to working with you! Please fill out the following information and read and sign the Wholesale Account Program Terms to apply for a Berkshire Blanket Wholesale Account. Completed documents can be scanned and emailed to wholesale@berkshireblanket.com OR faxed to 413-967-9321.

Store/Business Information

Store Name: _____

Store Address: _____

Website: _____

Contact Information

Name: _____

Title: _____

Email (this will be your account login): _____

Phone Number: _____

Resale Questionnaire

How long have you been in business? _____

How many locations/stores do you have? _____

What types of products and/or services do you sell now? _____

Do you sell via the Internet? Please list the websites that you sell product on: _____

What types of Berkshire Blanket items would you like to purchase? _____

Application Checklist

Please send us the following to apply for a Berkshire Blanket Wholesale Account:

- Completed application Signed Agreement Copy of Resale Certificate Initial all pages

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Wholesale Account Program Agreement

This document outlines the policies and procedures for the Berkshire Blanket Wholesale Account Program. Please read them carefully and let your Wholesale Account Representative know if you have any questions. Failure to follow the policies outlined in this agreement may result in your wholesale account being revoked.

1. **Account Set Up:** There are only a few short steps to set up and activate your Berkshire Blanket Wholesale account. **Please make sure to do the following BEFORE placing a wholesale order:**
 - a. Make sure you have sent back a signed copy of this wholesale application and agreement, and a copy of your resale certificate.
 - b. Next, please create an online ordering account <https://berkshireblanket.com/account/login> using the same email address as the one you provided on your wholesale application form. This account should only be used to order items at wholesale. If you would like to place retail orders with us as well, please create a separate online account with a different email address for retail purchases.
 - c. Once you are approved as a customer and have set up your account, you'll be provided with a unique wholesale discount code, which will enable you to buy products from berkshireblanket.com at a discount under the terms of this agreement. This code is to be used each time you place a wholesale order and is only valid when used with the email address you provided. Please note that this code is unique to your account and may not be shared with anyone else, nor may the discount be used to purchase items for any purpose other than for resale through the channel(s) you have disclosed to us in advance.

2. **Wholesale Products:** Only certain products are available with wholesale discounts. The list of wholesale products may change at any time, without notice.
 - a. The wholesale section of our site <https://berkshireblanket.com/pages/wholesale> features a list of all products currently available for wholesale pricing. If you're looking for an item that is not in this section, please contact your Wholesale Account Representative to see if we can make the item available for purchase.
 - b. Your order will be limited to inventory quantities available at the time of purchase. We cannot reserve inventory in advance of an order nor can we hold items for a specific ship date. You may contact your Wholesale Account Representative to check current availability of inventory before you order, but we cannot guarantee that items will still be available when you purchase.
 - c. Packaging of products varies. All products come in poly bags or PVC packages with stick-on labels and an insert. We recommend removing poly bags before displaying at retail, but they protect the product during transit and storage. Many products have unique packaging components as well. Custom packaging is not available for online wholesale accounts.

3. **Wholesale Ordering:** Once you have received your Berkshire Blanket Wholesale discount code, you can begin to place wholesale orders.
 - a. All wholesale orders need be placed directly on our website. They cannot be taken by phone or email.
 - b. Please be sure to log-in to your wholesale account and enter your discount code at the time of your purchase in the "promotion code" field on the Berkshire Blanket website in order to receive your wholesale/volume pricing. Discounts cannot retroactively be applied to previously submitted orders.

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- c. The minimum order needed to start receiving wholesale discount pricing is \$2,000 (at regular retail price). The maximum order for online purchase is \$5,000 (at regular retail price). To place larger orders, please contact your Wholesale Account Representative to discuss your specific needs.
 - d. Splitting up orders to stay within the minimum while ordering higher volume or other manipulation to accomplish anything other than what is intended by these policies will result in cancelation of orders and potential termination of your wholesale account.
 - e. Purchases must be paid for with a credit card at the time the order is placed. The card will be authorized when the order is placed, and the amount will settle when the order ships.
 - f. Orders are subject to review and may be canceled by Berkshire Blanket.
 - g. Previously placed orders may not be retroactively combined to achieve higher discounts.
4. Wholesale Discount: Online wholesale pricing is offered as a convenience to our customers and may be discontinued at any time, without notice.
- a. As a member of our wholesale program you will receive a discount of 50% off your purchase with a \$2,000 order value threshold (at the regular retail price).
 - b. You are able to combine any number of individual products to reach the total order discount pricing threshold.
 - c. The maximum order for online purchase is \$5,000 (at regular retail price). To place larger orders, please contact your Wholesale Account Representative to discuss your specific needs.
5. Shipping: At this time, your wholesale order will ship for free. This policy may be revoked at any time, without notice.
- a. We only ship within the United States.
 - b. Free shipping applies only to ground service. Please do not choose any other shipping method. **If you do, you will be subject to additional shipping charges beyond those shown on the website. These charges will be applied to the method of payment you used for your order.**
6. Wholesale Return Policy: If you wish to return any portion of your wholesale purchase, you may do so by notifying your Wholesale Account Representative within 30 days of purchase.
- a. Return shipping is your responsibility and a restocking fee of 20% of the price paid for the returned merchandise will not be credited back.
 - b. **Any replacement of returned inventory will need to be processed as a new order and will be subject to wholesale order minimum purchase requirements and discount tiers.**
 - c. Repeated or unwarranted returns, determined by Berkshire Blanket at our discretion, may lead to termination of your wholesale ordering status.
7. Order Cancellation/Change Policy: Because we send orders to the warehouse for fulfillment as quickly as possible, turn-around time is excellent (orders usually ship within 1-2 business days). However, it is impossible for you to cancel or change an order after it has been placed, for this reason. Please note that once your order is placed you

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will receive it, and will be bound by the wholesale return policy above. Carefully review all orders for accuracy prior to submitting.

8. Berkshire Blanket Guarantee: All Berkshire Blanket products are covered by our quality guarantee.
 - a. If there is a defect or quality issue with an item you received and have not yet sold, please contact your Wholesale Account Representative for assistance. Please note that our Customer Care team strictly handles end consumer issues and cannot assist wholesale customers.
 - b. If you'd like to replace the product, a new order will need to be placed and that order will also be subject to wholesale minimum purchase requirements and discount tiers.
 - c. Please note that all other non-quality product returns fall under our Wholesale Return Policy above.
 - d. If one of your customers returns a Berkshire Blanket product to you for a quality issue, please direct them to contact our Customer Care team at 800-372-2018 to return the product to us. Our professional representatives are extremely knowledgeable and experienced in addressing consumer product concerns and handle all end-user returns. They will take excellent care of your customer!

9. Copyrighted Materials Policy: All images and product descriptions found on the Berkshire Blanket web site and social media accounts are the property of Berkshire Blanket and cannot be used without our express permission. You must use your own product photos and descriptions in any and all listings and advertisements on the internet or in print. If you would like to use any of our images, you must obtain permission from your Wholesale Account Representative in writing, in advance for each specific image. **Failure to follow this policy will result in termination of your wholesale account.**

10. Resale on marketplaces and similar venues: When you create your account, we ask you where you intend to sell our products. Your "brick and mortar" shop or website is invited to offer our products. If you intend now, or decide at any point in the future, to offer our products for sale on auction, marketplace, discount, flash sale, or similar websites (such as, but not limited to: Amazon, ebay, zulily, Overstock, Wayfair, newegg, Walmart) or in-person discount venues such as flea markets or similar, we must be notified in advance and must approve your selling in these venues. The spirit of these accounts is to allow small shop owners, relatively small chains, and niche website owners to offer a selection of Berkshire Blanket products.

I have read and agree to the above Berkshire Blanket Wholesale Account terms:

Signature

Date