



4900 S. 9th Street - Kalamazoo, MI 49009-9552

Customer Service: Ph: (800) 253-9885

Credit/Accounting: Ph: (800) 234-4909

Fax: (800) 305-3513

Website: [www.edwardsgarment.com](http://www.edwardsgarment.com)

## DISTRIBUTOR PROFILE/CREDIT AGREEMENT

Date: \_\_\_\_\_

Company Name: (dba) \_\_\_\_\_

Legal Name: (if different) \_\_\_\_\_

Address: \_\_\_\_\_ Ste: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

Ship To: (if different) \_\_\_\_\_

Address: \_\_\_\_\_ Ste: \_\_\_\_\_ Email: \_\_\_\_\_

City, State, Zip: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_

### Name of Owner/Principal(s)

### Name of Contact(s)

1. \_\_\_\_\_ Authorized Buyer: \_\_\_\_\_

2. \_\_\_\_\_ Authorized Buyer: \_\_\_\_\_

3. \_\_\_\_\_ General Manager: \_\_\_\_\_

### Associations

Please provide the number or name of associations with whom you are a member (provide all that apply):

ASI: \_\_\_\_\_ PPAI: \_\_\_\_\_ SAGE: \_\_\_\_\_

PPPC: \_\_\_\_\_ NACM: \_\_\_\_\_ Buying Group: \_\_\_\_\_

### Type of Business

Legal Structure: \_\_\_\_\_ Year Established: \_\_\_\_\_

Primary Business Operation: \_\_\_\_\_

### Channels

Please indicate what channels your business sells through (select all that apply):

Direct Sales Rep                      Wholesale                      Retail Outlets                      Rental  
Website (if so, please supply url) \_\_\_\_\_

3rd Party Marketplaces (select all that apply):

Amazon              Walmart              Google              Ebay              Sears              Other: \_\_\_\_\_

Requested Terms (please select): \_\_\_\_\_

### Edwards Shipping Policy

Orders are normally shipped ground by carriers selected at the discretion of Edwards. Special shipping instructions must be provided to customer service with your order, or standard shipping instructions may be provided below, or otherwise in writing to Edwards. If you require compliance with a routing guide, provide the routing guide before ordering. Applicable freight charges will be included on the invoice or billed separately to your account as determined by the shipping method.

Email To Receive Invoices: \_\_\_\_\_

How Did You Hear About Us (please select): \_\_\_\_\_

Do you have any additional locations you would like to establish an account for? If so, please attach information for each location (company name, contact name, address, phone, fax, email).



## DISTRIBUTOR PROFILE/CREDIT AGREEMENT (continued)

### Trade References:

1. **Supplier's Name:** \_\_\_\_\_ **City:** \_\_\_\_\_ **State:** \_\_\_\_\_  
**Phone:** \_\_\_\_\_ **Fax:** \_\_\_\_\_ **Acct.#:** \_\_\_\_\_
2. **Supplier's Name:** \_\_\_\_\_ **City:** \_\_\_\_\_ **State:** \_\_\_\_\_  
**Phone:** \_\_\_\_\_ **Fax:** \_\_\_\_\_ **Acct.#:** \_\_\_\_\_
3. **Supplier's Name:** \_\_\_\_\_ **City:** \_\_\_\_\_ **State:** \_\_\_\_\_  
**Phone:** \_\_\_\_\_ **Fax:** \_\_\_\_\_ **Acct.#:** \_\_\_\_\_

### Terms and Conditions:

I have completed this application to obtain credit and certify that all statements contained herein are true and correct. I am authorized by the credit applicant to execute this document on its behalf. Applicant agrees that credit inquiries may be made and authorizes the release of such information to Edwards. Applicant agrees that any credit granted shall be paid promptly in accordance with Edwards (Net 30 Day) terms, pricing and policies (Edwards policies are included in our published price list). Applicant also agrees in the event any terms or pricing on a purchase order executed by Applicant are inconsistent with Edwards' terms, pricing and policies; Edwards terms, pricing and policies shall take precedence. Edwards must consent to any modifications in writing. **Applicant must not display Edwards products for sale on any third-party websites or marketplaces without prior written authorization from Edwards.** Applicant must notify Edwards in writing of any change in legal structure and/or ownership. In the event other entities or individuals order merchandise using the Applicant's account without Edwards receiving proper written notification, it is agreed that both the Applicant and/or such entities or individuals receiving the merchandise shall be obligated for all amounts due.

Applicant agrees that credit may be cancelled/revoked at any time without notice, and in the event of default, to pay collection charges, actual attorney fees, and court costs. Edwards may change credit limits or other credit terms at any time, in its sole discretion. Edwards also reserves the right to suspend performance on any purchase order until payment is received for any unpaid past due balance. Applicant agrees to examine the merchandise immediately upon receipt, and to advise Edwards of any disputed transactions within 10 days of receipt. Failure to notify Edwards of any dispute with respect to defective goods shall constitute a waiver of all such disputes. Service charges up to 1<sup>1/2</sup>% per month, or the maximum amount allowed by law, to any balance not paid in accordance with Edwards' terms and conditions. These terms and conditions are governed by the laws of the State of Michigan, and if suit is necessary to recover payment, state and federal courts whose district include Kalamazoo County, Michigan, have jurisdiction and proper venue.

**Authorized Signature:** \_\_\_\_\_ **Date:** \_\_\_\_\_

**Company Name:** \_\_\_\_\_ **Title:** \_\_\_\_\_

I agree to comply with all [Edwards Policies](#) and [Terms of Use](#).

Form ST-10

COMMONWEALTH OF VIRGINIA
SALES AND USE TAX CERTIFICATE OF EXEMPTION

For use by a Virginia dealer who purchases tangible personal property for resale,
or for lease or rental, or who purchases materials or containers
to package tangible personal property for sale

This Certificate of Exemption MAY NOT BE USED TO PURCHASE CIGARETTES FOR RESALE after January 1, 2018.

To: Edwards Garment Company Date:
Name of Supplier

4900 S. 9th Street Kalamazoo MI 49009
Number and Street or Rural Route City, Town or Post Office State Zip Code

The Virginia Retail Sales and Use Tax Act provides that the Virginia Sales and use tax shall not apply to tangible personal
property purchased for resale; that such tax shall not apply to tangible personal property purchased for future use by a
person for taxable lease or rental as an established business or part of an established business, or incidental or germane
to such business, including a simultaneous purchase and taxable leaseback. The Act provides also that such tax shall not
apply to packaging materials such as containers, labels, sacks, cans, boxes, drums or bags if the materials are marketed
with a product being sold and become the property of the purchaser.

This Certificate of Exemption may not be used by a using or consuming construction contractor as defined in the Regulations.

The undersigned dealer hereby certifies that all tangible personal property purchased from the above named supplier on
and after this date will be purchased for the purpose indicated below, unless otherwise specified on each order, and that this
Certificate shall remain in effect until revoked in writing by the Department of Taxation. Check proper box below.

- 1. Tangible personal property for RESALE only. Do not use to purchase cigarettes for resale.
2. Tangible personal property for future use by a person for taxable LEASE OR RENTAL as an established business,
or part of an established business, or incidental or germane to such business, or a simultaneous purchase and
taxable leaseback. This sales and use tax exemption is not applicable to long-term leases of motor vehicles
when lease payments charged to customers are not subject to the motor vehicle sales and use tax.
3. Packaging materials such as containers, labels, sacks, cans, boxes, drums or bags that are marketed with a
product being sold and become property of the purchaser.

Name of Dealer Virginia Account No.

Trading as

Address Number and Street or Rural Route City, Town or Post Office State Zip Code

Kind of business engaged in by dealer

I certify that I am authorized to sign this Certificate of Exemption and that, to the best of my knowledge and belief, it is true
and correct, made in good faith, pursuant to the Virginia Retail Sales and Use Tax Act.

By Signature Title

If the dealer is a corporation, an officer of the corporation or other person authorized to sign on behalf of the corporation must
sign; if a partnership, one partner must sign; if an unincorporated association, a member must sign; if a sole proprietorship,
the proprietor must sign.

Information for supplier—A supplier is required to have on file only one Certificate of Exemption properly executed by the
dealer who buys tax exempt tangible personal property for the purpose indicated hereon.