

DEALER APPLICATION REQUIREMENTS



We are delighted that you are interested in becoming a Tucker Dealer. There are a few documents and some information that we need to start the process. Allow up to three weeks for your application to be processed.

The following are requirements that must be met to have a Tucker account.

- Account must be in a retail or commercial location. (Location cannot be on residential property, even if zoned commercial or industrial by the city. Location's on residential property but separate from residence will not be accepted. Business addresses commercial, or industrial that are not 70% or more power sports will not be accepted)
- 70% or more of your business must be in powersports; Motorcycles, ATVs, Watercraft, Snowmobiles, agriculture or golf carts. (To be determined by sales rep and sales manager.)
- Dedicated business phone with someone answering it in the name of the business.
- Open during regular business hours (at least 30 hours per week) with posted business hours for public to see.
- Must have a Sales Managers approval.
- Initial required stocking order is a minimum of \$3,000.
- The minimum to stay active per year is \$5,000.
- Agricultural and golf cart accounts: Are accepted if they meet the above requirements but will only be allowed to purchase brands that are associated with their segmented business. All other brands that are not associated with agricultural or golf carts will be locked out to the dealer, unless approval for new brands have been allowed.

*At any point in time, Tucker reserves the right to re-qualify an account to make sure that it is still meeting the requirements listed above. This is to protect our legitimate brick and mortar business partners. Anyone who refuses or is in violation of these requirements is subject to account deactivation.

New Dealer Development

Tucker
4900 Alliance Gateway Freeway
Fort Worth, Texas 76177

Phone: 800-347-1010, ext. 9255

Fax: 800-304-1020

Email: newdealer@tucker.com

www.tucker.com

DEALER APPLICATION INSTRUCTIONS



We are happy to extend the opportunity for your business to establish an account with Tucker. Our general policy states that we sell only to legitimate motorcycle, watercraft, ATV and/or snowmobile businesses (licensed places of business, open to the public during normal business hours, and serving the public in areas of motorcycle, watercraft, ATV and/or snowmobile sales, service and/or parts and accessories). Notwithstanding the above, Tucker reserve the right to qualify any Applicant or deny any application based on its' sole discretion. In order to process your request, please complete the enclosed application and provide the following documentation:

THE FOLLOWING MUST BE INCLUDED WHEN YOU RETURN APPLICATION:

- Completed Dealer application. (On reverse side)
- Completed Credit application. (Be sure to fill in trade references)
- Pictures of storefront (including sign), showroom service area, and retail/parts area (REQUIRED).
Pictures may be emailed to newdealer@tucker.com (.jpg format preferred)
- Photocopy of state license to sell vehicles and /or parts and accessories.
- Photocopy of yellow page ad or print screen from internet directory.
- Photocopy of tax resale certificate.

TO BECOME A TUCKER DEALER, MAKE SURE THE FOLLOWING IS COMPLETE ON THE CREDIT APPLICATION:

- All information on the credit application is filled in (type or print only).
- Front and back of application signed by the principal.
- Tax number appears on back side of application.

ALL ACCOUNTS WILL BE SET UP AS COD CASH ACCOUNTS UNLESS OTHERWISE INDICATED. SEE BELOW:

IF YOU WANT AN OPEN LINE OF CREDIT ACCOUNT MAKE SURE THE FOLLOWING IS COMPLETE:

- All banking information is completed (if there is no checking account information, your account will be set up on COD CASH basis).
- Line of credit is requested in dollar amount.
- Personal guaranty on the bottom of the form signed by a principal.

IF YOU WANT A COD COMPANY CHECK ACCOUNT MAKE SURE THE FOLLOWING IS COMPLETE:

- All banking information is completed (if there is no checking account information, your account will be set up on COD CASH basis).

MAIL APPLICATION PACKET TO:

New Dealer Accounts
Tucker
4900 Alliance Gateway Freeway
Fort Worth, Texas 76177

IF YOU HAVE QUESTIONS CALL:

New Dealer Accounts
(800) 347-1010

**Original Application must be mailed.
To expedite, fax to
800-304-1020
or scan all documents and email in
PDF format to
newdealer@tucker.com**

DEALER APPLICATION



DATE _____

COMPANY NAME _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

TELEPHONE (____) _____ FAX (____) _____

OWNER'S NAME _____ BUYER'S NAME _____

EMAIL ADDRESS _____ WEBSITE _____

TYPE OF BUSINESS: Motorcycle ATV Harley-Davidson® Watercraft Snowmobile

Please indicate all categories that apply to your shop:

FRANCHISE MOTORCYCLE DEALER (FACTORY AUTHORIZED, NEW UNITS ONLY)

BMW Ducati Harley-Davidson® Honda Kawasaki
 Suzuki Triumph Yamaha KTM Other _____

FRANCHISE ATV DEALER (FACTORY AUTHORIZED, NEW UNITS ONLY)

Honda Kawasaki Polaris Suzuki Yamaha Other _____

FRANCHISE PERSONAL WATERCRAFT DEALER (FACTORY AUTHORIZED, NEW UNITS ONLY)

Kawasaki Polaris Sea Doo Tiger Shark Yamaha Wet Jet Other _____

FRANCHISE SNOWMOBILE DEALER (FACTORY AUTHORIZED, NEW UNITS ONLY)

Arctic Cat Polaris Ski Doo Yamaha Other _____

INDEPENDENT SHOP

Parts/Accessories Service/Repair Builder/Assembler Brand Focus _____

PERCENTAGE OF BUSINESS IN POWERSPORTS _____% (70% is required)

HOW DID YOU LEARN ABOUT TUCKER? _____

CONFIDENTIAL - INFORMATION USED TO DETERMINE LINE OF CREDIT

Main Parts & Acces. Supplier _____	Parts & Acces. Sales Volume _____
Annual Sales Volume _____	# of Units Sold Annually _____
	New _____ Used _____

OTHER COMMENTS _____

NOTES (OFFICE USE ONLY) _____

CREDIT APPLICATION



FOR COMPANY USE ONLY SALES APPROVAL _____		
MC _____	WTR _____	SNO _____
HD _____	ATV _____	

4900 ALLIANCE GATEWAY FREEWAY
FORT WORTH, TEXAS 76177
PHONE (800) 347-1010

Applications cannot be considered unless they are signed by the owner, partner, or a corporate officer. CUSTOMER # _____

LEGAL COMPANY _____ SALES PERSON # _____

DOING BUSINESS AS (d.b.a.) _____ (hereinafter referred to as Applicant or Dealer) LINE REQUEST \$ _____

STREET ADDRESS _____ TELEPHONE (_____) _____

CITY/STATE/ZIP _____ FAX (_____) _____

YEAR BUSINESS ESTABLISHED _____ PROPRIETORSHIP _____ PARTNERSHIP _____ CORPORATION _____

TAX EXEMPT: _____ YES ___ NO (IF YES, COMPLETE TAX EXEMPT CERTIFICATE ON REVERSE SIDE)

TYPE OF BUSINESS: M/C WATERCRAFT PARTS & ACCESSORIES ONLY SNOWMOBILE ATV SERVICE

FRANCHISED BRANDS SOLD _____

PRINCIPALS OR OWNERS:

NAME _____ TITLE _____ HOME PHONE (_____) _____

HOME ADDRESS _____

CITY/STATE/ZIP _____

NAME _____ TITLE _____ HOME PHONE (_____) _____

HOME ADDRESS _____

CITY/STATE/ZIP _____

BANK NAME _____ **BANK PHONE NUMBER** (_____) _____ **CHECKING ACCT.#** _____

BANK ADDRESS _____

CITY/STATE/ZIP _____

TRADE REFERENCES: Please list three firms with whom you do business, preferably on an open basis.

NAME _____	PHONE NUMBER (_____) _____	OPEN _____	COD _____
ADDRESS _____	CITY _____	STATE _____	ZIP _____
NAME _____	PHONE NUMBER (_____) _____	OPEN _____	COD _____
ADDRESS _____	CITY _____	STATE _____	ZIP _____
NAME _____	PHONE NUMBER (_____) _____	OPEN _____	COD _____
ADDRESS _____	CITY _____	STATE _____	ZIP _____

STANDARD TERMS AND CONDITIONS OF SALE APPEAR ON THE REVERSE SIDE OF THIS APPLICATION. It is agreed that sales of products by Ed Tucker Distributor, Inc. will be based on these terms and conditions. From the above information, please establish an OPEN _____ C.O.D. _____ account with Ed Tucker Distributor, Inc. I understand that all account balances are payable in Fort Worth, Tarrant County, Texas. I also understand that interest will be charged on past due balances at a rate not to exceed the maximum non-usurious interest Rate or 1-1/2% per month, whichever is less.

(Date) (Signature) Officer Partner Proprietor

GUARANTY

The undersigned Guarantor(s) in order to induce Ed Tucker Distributor, Inc. (dba Tucker) to extend credit to Applicant herein, does hereby unconditionally personally guarantee all sums which may be owed by Applicant to Ed Tucker Distributor, Inc. whether said indebtedness is due now or hereafter incurred and whether the indebtedness arises from open account, COD or otherwise. This Guaranty is continuing, and shall continue to apply to all indebtedness which Applicant may hereafter incur, renew, or extend in whole or in part, with Ed Tucker Distributor, Inc. all without notice to the undersigned Guarantor(s). Ed Tucker Distributor, Inc. may modify the indebtedness, accept, or release collateral, or release the Applicant, without releasing the undersigned Guarantor(s). The undersigned Guarantor(s) waives notice of acceptance of this Guaranty. The undersigned Guarantor(s) promise to pay the indebtedness and obligations incurred hereunder at Fort Worth, Tarrant County, Texas. A counterpart of this Guaranty delivered by facsimile transmission shall be deemed an original document and be valid for all purposes.

Signed this _____ day of _____, 20____
(day) (month) (year)

Guarantor

Guarantor

CREDIT APPLICATION

TERMS AND CONDITIONS



GENERAL POLICY:

We sell only to legitimate powersports businesses (licensed places of business, open to the public during normal business hours, and serving the public in areas of powersports sales, service and/or parts and accessories). We reserve the right to qualify and/or sell any account seeking to purchase from Ed Tucker Distributor, Inc.

TERMS: NET, COD or CASH WITH ORDER.

All orders will be shipped COD unless cash is received with order or arrangements have been made for an open account. Dealers desiring an open account should request an application form and allow 7 to 10 days for processing. All open accounts are due by the 10th of the following month in Fort Worth, Tarrant County, Texas. Interest will be charged on past due balances at a rate not to exceed the applicable state or 1.5% per month, whichever is less. All sales final on closeout items.

SHIPMENT:

As to goods delivered by our truck, title passes upon delivery at the place buyer receives possession; and, thereafter, all risk of loss or damages shall be on buyer. Deliveries by common carrier are f.o.b. shipping point. We assume no responsibility beyond delivery to carrier in good order and are not responsible for loss, damage, or delay occurring thereafter. We will ship by the most reasonable means according to the size and weight of your order unless given special instructions.

FREIGHT ALLOWANCE:

Full freight allowance will be allowed on all ground shipments over \$200.00, except Alaska and Hawaii, if the account is paid on time. Freight will be allowed to Alaska and Hawaii on shipments over \$300.00. No freight allowance is allowed if account is past due.

DAMAGES:

All goods are carefully packed and in good condition when shipped. Claims must be made with the carrier, not with Ed Tucker Distributor, Inc. Please note the number of packages delivered as sometimes they will be separated by the carrier.

RETURNS:

All sales final except for defects in manufacturing. Do not return merchandise without prior approval. Returned merchandise must be accompanied by a return authorization or merchandise will be refused and returned to customer. Returns must be sent back to Ed Tucker Distributor, Inc. at Dealer's expense. Shortages and discrepancies must be reported within 15 days of invoice date. Authorized returns are subject to a 15% restocking charge; unauthorized returns and refused COD are subject to 20% restocking.

PRICES:

We reserve the right to modify prices without notice and to bill at the prevailing price at the time of shipment. Always check invoice for cost.

GENERAL PROVISIONS:

- (a) These terms govern all our sales, and may not be changed except with our written consent. Failure to return goods within 30 days of invoice date shall constitute acceptance by you of these terms, notwithstanding contrary terms in any purchase order submitted to us.
- (b) We shall use our best efforts to obtain from each manufacturer, in accordance with the manufacturer's warranty the repair or replacement of goods that may prove defective in material or workmanship. The foregoing constitutes the exclusive remedy of the buyer and our sole obligation. Except as to title THERE ARE NO WARRANTIES, EITHER WRITTEN, ORAL, IMPLIED OR STATUTORY, RELATING TO THE GOODS SOLD TO BUYER BY US AND NO IMPLIED STATUTORY WARRANTY OF MERCHANTABILITY OR FITNESS FOR A PARTICULAR PURPOSE SHALL APPLY.
- (c) The manufacturer shall be solely responsible for any damage to person or property arising from the design, manufacture and testing of its products, and we accept no liability for such damages.
- (d) We shall not, under any circumstances, be liable for any labor charges without our prior written consent. We shall not in any event be liable, whether as a result of breach of contract, warranty, tort (including negligence), or other grounds, for special, consequential, incidental, or penal damages including, but not limited to, loss of profits or revenue, or claims of customers of the buyer of such damages.
- (e) If legal action is used to collect a past due account, we shall be entitled to recover reasonable attorney's fees and costs.
- (f) A counterpart of this document delivered by email or facsimile transmission shall be deemed an original counterpart for all purposes.

BLANKET CERTIFICATE OF RESALE

This is to certify that all material, merchandise, or goods purchased by the undersigned from Ed Tucker Distributor, Inc. after _____ is purchased for the following purpose: _____ (date)

- () Resale of tangible property.
- () To be incorporated as a material or part of other tangible personal property to be produced sale by manufacturing, assembling, processing, or refining.
- () To be exported for sale, use, or consumption outside the continental limits of the United States.
- () Other: _____

This certificate shall be considered a part of each order which we shall give provided such order contains our certificate number. This certificate is to continue in force until revoked.

Applicant/Dealer: _____

Signature: _____

Applicant/Dealer's Certificate Number _____

Name: _____

Title: _____

Signed this _____ day of _____, 20____
(day) (month) (year)

Guarantor _____

Guarantor _____