



CAS Hanwei Customer Application

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info@cashanwei.com

FOR INTERNAL OFFICE USE ONLY

Accepted by: _____
Customer #: _____
Date: / /

PLEASE PRINT OR TYPE

COPIES OF BUSINESS LICENSE & TAX LICENSE MUST ALSO BE ATTACHED.

Contact Name _____

Name of Business _____

DBA _____

Bill-To Address _____

City _____ State _____ Zip _____

Country _____

Ship-To Address _____

Commercial Residential

City _____ State _____ Zip _____

Country _____

Additional Locations: Yes No

If Yes, Please attach number of locations and addresses

Phone: _____

Fax*: _____

E-mail*: _____

* Although I have provided my e-mail & fax number, I do not wish to receive promotional faxes & e-mails sent by CAS Hanwei.

Resale/Sales Tax No. _____

COPIES OF BUSINESS LICENSE & TAX LICENSE (WHERE APPLICABLE) MUST ALSO BE ATTACHED.

Number of Years in Business: _____

Method of Payment:

Net Account (upon approval) Credit Card

COD Other _____

Business operates from (select all that apply):

Store Front Catalog Online Auction

Direct Mail School Shows

Television Ren-Fairs

Website _____

Other _____

Please list Two Industry Vendor lines you now carry:

• Company Name _____

City _____ State _____ Zip _____

Phone: _____

Doing Business Since _____

• Company Name _____

City _____ State _____ Zip _____

Phone: _____

Doing Business Since _____

What product lines are you interested in the most? Chinese Japanese Fencing
 Medieval Renaissance Roman Reenactment Scottish Viking Knives Collectibles Other _____

How did you hear about CAS Hanwei?
 Internet Word of Mouth Trade Show Industry Directory Blade Magazine Ad Other _____

Do you attend Trade Shows to find new vendors?
 Shot ASD Spring ASD Fall Blade Other _____

How many knife / sword skus do you currently carry?
 Less than 25 25 - 100 101 - 250 Greater than 250

How much of your current revenue comes from selling knives / swords?
 Less than 5% 5 - 10% 11 - 25% 26 - 50% Greater than 50%

Additional Comments and /or Questions: _____

I certify that all the statements made by me in this Application are correct to my knowledge. I authorize CAS Hanwei to verify the information I have provided.

Signature: _____

Title: _____

Print Name: _____

Date: _____

2010 CAS Hanwei Dealer Qualifications and Discount Terms

Dealer Qualifications

1. To qualify for wholesale pricing in CAS Hanwei merchandise, customers must have either a retail store-front business or a retail website selling, at least in part, cutlery-related or historic weaponry-related merchandise.
2. The minimum initial order level for new accounts is \$2500.

Discount Terms

Volume (per order) and Across-the-Board (fixed) discounts are available. They are not cumulative and the higher discount of the two will be applied to each order.

The Volume (per order) discount structure is:

- Orders below \$999 – No discount.
- Orders from \$1000 to \$1999 – Discount is 5% of merchandise total.
- Orders from \$2000 up – Discount is 10% of merchandise total.

The Across-the-Board (fixed) discount structure is based on a customer's net purchase volume over the previous calendar year and is detailed below. Purchase volumes are reviewed annually and adjustments made accordingly.

Distributor Level -

Across-the-board discount - 25 % for Hanwei merchandise and 22 % for GDFB merchandise.
Net Sales for previous calendar year must exceed \$500,000.00

Level 1 -

Across-the-board discount - 20% for all lines.
Net Sales for previous calendar year must exceed \$250,000.00

Level 2 -

Across-the-board discount - 15% for all lines
Net Sales for previous calendar year must exceed \$50,000.00

Level 3 -

Across-the-board discount - 10% for all lines
Net Sales for previous calendar year must exceed \$25,000.00

Level 4 -

Across-the-board discount - 5% for all lines
Net Sales for previous calendar year must exceed \$10,000.00

For customers purchasing less than \$10,000.00 in merchandise annually the volume (per order) discount will be available as will discount pricing on specials and closeouts.

Other sales incentives are available for each of the purchase volumes shown – please contact a CAS Hanwei sales associate for details.

General

1. Accounts with no activity for 2 consecutive calendar years will be inactivated.
2. CAS Hanwei reserves the right to change these Dealer Qualifications and Discount Terms policies without prior notice.