

NEW ACCOUNT FORM

SETTING UP A NEW ACCOUNT

To get started, we'll need...

1. A copy of your tobacco license.
(The name and address on your tobacco license should match the name and address on your direct account application.)
2. A copy of your retail/business license.
3. A copy of your sales tax ID number.
4. The Account & Credit Application form (next couple of pages) filled out and faxed/emailed back to us.

Of course, if you have any questions pertaining to establishing an account, please contact us at (843) 491-4150 or sales@laudisi.com.

PART 1: ACCOUNT & CREDIT APPLICATION

| | | | |
|---|----------|--|-----|
| DATE | | COMPANY NAME | |
| LIST NAME & ADDRESSES OF AFFILIATED COMPANIES OR COMPANIES WITH COMMON OWNERSHIP | | | |
| BILL-TO ADDRESS: STREET | CITY | STATE | ZIP |
| BILL-TO CONTACT NAME & TITLE | | BILL-TO TELEPHONE (INCL. AREA CODE) | |
| *SHIP-TO ADDRESS: STREET | CITY | STATE | ZIP |
| SHIP-TO CONTACT NAME & TITLE | | SHIP-TO TELEPHONE (INCL. AREA CODE) | |
| EMAIL ADDRESS | | WEBSITE | |
| BANK INFORMATION | | | |
| BANK'S NAME | | BANK'S TELEPHONE NO. (INCL. AREA CODE) | |
| ACCOUNTS PAYABLE CONTACT & TELEPHONE NO. (INCL. AREA CODE) | | BUYER'S NAME & TELEPHONE NO. (INCL. AREA CODE) | |
| CREDIT CARD INFORMATION | | | |
| <input type="checkbox"/> VISA <input type="checkbox"/> MASTERCARD <input type="checkbox"/> AMERICAN EXPRESS <input type="checkbox"/> DISCOVER | | | |
| CARD NUMBER | CVV CODE | EXPIRATION DATE (MM/YYYY) | |

*If multiple ship-to addresses are required, please attach a separate list.

PART 2: QUESTIONNAIRE

Please provide answers for the following questions below:

| | | |
|---|------------------------------|---|
| HOW MANY YEARS HAVE YOU BEEN IN BUSINESS? | DO YOU OWN OR RENT BUILDING? | PREFERRED PAYMENT TERMS: <input type="checkbox"/> NET 30 <input type="checkbox"/> CREDIT CARD |
|---|------------------------------|---|

| | | | | |
|-------------------------------|---|--------------------------------------|--------------------------------------|--|
| CORPORATE STATUS: (check one) | <input type="checkbox"/> PROPRIETORSHIP | <input type="checkbox"/> PARTNERSHIP | <input type="checkbox"/> CORPORATION | <input type="checkbox"/> LIMITED LIABILITY COMPANY |
|-------------------------------|---|--------------------------------------|--------------------------------------|--|

FEDERAL TAX ID NO. OR ALTERNATE: SOCIAL SECURITY NO. (For General Partnership, Proprietorship or Individual)

SALES LOCATIONS

Please list the physical addresses for all locations where you intend to sell products distributed by Laudisi Distribution Group.

Do you intend to sell our products online?: ☐ YES ☐ NO

Please list all online sales locations where you intend to list products distributed by Laudisi Distribution Group, including such marketplace platforms as Facebook, Ebay, etc:

TRADE REFERENCES

| | | |
|------|---------|-------|
| NAME | ADDRESS | PHONE |
|------|---------|-------|

| | | |
|------|---------|-------|
| NAME | ADDRESS | PHONE |
|------|---------|-------|

| | | |
|------|---------|-------|
| NAME | ADDRESS | PHONE |
|------|---------|-------|

BANK REFERENCE

| | | |
|------|---------|-------|
| NAME | ADDRESS | PHONE |
|------|---------|-------|

Have you reviewed and executed the attached and do you understand that if your application is approved, your signature below creates a legal contract requiring you to perform the obligations herein listed?

☐ YES ☐ NO

The information requested in this Application is considered relevant and necessary to determine the applicant's credit worthiness. The information will be used for evaluating the applicant's request for credit. The signature below of an authorized person attests financial responsibility, ability and willingness of the applicant to pay invoices in accordance with invoice terms. The information herein is warranted to be true. Having been duly authorized by the applicant, the undersigned hereby authorizes Laudisi Distribution Group and its agents to investigate the references listed pertaining to the applicant's and the personal guarantor's credit and financial responsibility and additionally to investigate the same through any credit reporting agency.

OWNER (S) SIGNATURE

DATE

ADDRESS

ACCOUNT PERKS

Laudisi Distribution Group is dedicated to the success of all of our retail partners. To best take advantage of the resources we offer, it's important to create an account for our online portal. Simply contact your assigned representative to set up your username and password, then login to www.laudisi.com using those credentials. Once logged in, you'll be able to build out your cart and place orders, subscribe to our newsletter for exclusive previews of featured products and new releases, and gain access to myriad resources and tools, including:

- Full printable price lists
- Trade Policy documentation
- Information on our various Packages
- Information on our Pipe Trade! program
- Trunk Show Resources, including show requirements and a checklist to help you prepare for an upcoming event
- Printable Trunk Show Press Kit, including an email template to send to your customers, printable flyers to distribute in store, and graphics for your website and social media.

TRADE POLICIES

1. If you haven't done business with LDG yet, for your first order we ask that you spend no less than \$500 in order to get your store stocked properly with the right combination of cigars, pipes, pipe tobacco, lighters, and accessories.
2. Non-tobacco products: LDG requires retailers to observe a Minimum Advertised Pricing policy (MAP) on *all* **Eltang Basic, Savinelli, Rossi, and Peterson** branded, non-tobacco products, including pipes and accessories. **MAP is not to be less than 80% of our published MSRP.**
3. Tobacco products: LDG requires retailers to observe MAP on **Cornell & Diehl, G.L. Pease, Sam Gawith, Gawith Hoggarth, Caribbean Blue, BriarWorks, Captain Earle's, Savinelli, and Two Friends** branded tobaccos. **MAP is not to be less than 85% of our published MSRP.**
4. Cigar Products: LDG requires retailers to observe MAP on all Caldwell, Lost & Found, La Barba, and Bellatto branded cigars. **MAP is not to be less than 90% of our published MSRP.**
5. LDG requires retailers to observe MAP on all **Zippo-branded lighters**. **MAP is not to be less than 85% of our published MSRP.** All Zippo lighter repairs and repair inquiries should and will be directed to Zippo USA <https://www.zippo.com/pages/repairs-windproof-lighter>
6. LDG will make a 120 hour allowance for pre-approved MAP violations when the affected brand is a component of a category-wide promotion of many categorically similar product brands and is not specifically targeted in any promotional or advertising materials, only when LDG has authorized the retailer to temporarily pause observing MAP.
7. LDG requires retailers to observe the planned retail release dates for "new" facings which we communicate to them in newsletters announcing wholesale availability of "new" facings and through its Territory Managers. Retailers that violate a retail embargo may be ineligible to resupply certain high-demand, limited-availability products.
8. For our records, we'll need a copy of your tobacco license, retail/business license, and a copy of your sales tax ID number (see our New Account Document for further information). We'll ask for an updated copy of your tobacco license annually.
9. If you would like to return inventory you must coordinate a return with your rep. If we receive returned merchandise without an Inventory Return Request Form the merchandise will be returned to you at your cost.
10. We require retailers to send back returns in sellable condition, including all original product packaging. We reserve the right to levy a 10% restocking fee for products returned in less than sellable condition.
11. We ship using a variety of UPS & USPS services. Any order containing tobacco that's shipped with a UPS service, excluding Surepost, is required by UPS to require an adult signature upon delivery.
12. If you feel we've sent you unsellable products, please let us know within 30 days of receiving the shipment and we'll make it right. After 30 days it gets messy.
13. In most cases we can replace a damaged stem. For other repairs, including more extensive repairs, please contact us for more information.
14. If your customer wants to return a pipe or cigar we sold you because he feels it's defective we require that you work with your customer and we will work with you. As a wholesale distributor, LDG works best with retailers, and we ask our retailers to work with their retail customers.
15. We offer Credit Card terms and Net 30 terms. To establish Net 30 terms we'll ask for references (see New Account Document). If you're on Net 30 terms and have an outstanding unpaid order, we reserve the right to 1) change your account terms to Credit Card and/or 2) put your account on Credit Hold. We will do either or both before we'll involve a debt collector.
16. If you'd like login access to Laudisi.com where you can check wholesale pricing, get access to our catalog, find documents like this, and place orders, please inquire.
17. The Walmart and Amazon Marketplaces remain closed to any new sellers. Due to preexisting exclusivity contracts, new customers are not allowed to sell any Savinelli or Peterson products on Amazon or Walmart.

Have you reviewed and do you understand the Trade Policies herein listed?

☐ YES ☐ NO

OWNER (S) SIGNATURE

DATE

ADDRESS