

Worldwide Sporting Goods
1234 Leisure Drive
Media, PA 19107
(610) 555-4321

Mr. Robert Campanellas
1223 Superior Avenue
Cleveland, OH 44183

Dear Rob:

Thank you for choosing Worldwide Sporting Goods as your primary supplier of recreational equipment. Worldwide is proud of its twenty-year history of supplying quality products and excellent customer service. We have grown with the sporting goods industry, and currently serve customers throughout the United States and Canada.

The enclosed packet includes Worldwide's product catalog, highlights of the benefits of stocking your store with Worldwide Sporting Goods products, details of the terms and conditions of all sales, and our advertising agreement.

An equipment and supply order form is also included. Your initial credit limit is \$3,500. After six months, we will review your credit status and adjust the limit, as warranted. I look forward to receiving your first order and working with you to meet all of your equipment and supply needs.

Sincerely,

Thomas A. Stevenson
Sales Representative

Terms and Conditions of Sale

The following terms and conditions govern all transactions between Worldwide Sporting Goods and Specialty Sports. Any change in terms and/or conditions, whether oral or written, must be approved by the management of Worldwide Sporting Goods.

Delivery

All shipments are FOB Worldwide Sporting Goods regional warehouse. Unless previous arrangements have been made, shipments will be made by the most economical method.

Payment

Net payment is due in 45 days.

Minimum Order

The minimum order is \$250.00 net. Minimum reorder is \$100.00 net. A surcharge of 3% of order will be applied to all orders below the minimum. To avoid a surcharge, please ensure that orders meet minimum requirements. The customer is responsible for consolidating smaller orders to meet minimum requirements.

Returns

Prior to returning merchandise, obtain a return authorization label from your Worldwide Sporting Goods sales representative or from the Worldwide Sporting Goods Customer Service department. No exceptions will be made to this rule. Shipping costs for merchandise returned to Worldwide Sporting Goods without an authorization label are the responsibility of the customer. Worldwide Sporting Goods has the right to refuse unauthorized returns and is not responsible for the shipping costs of such returns.

Authorized returns must be sent prepaid. Specialty Sports will be reimbursed for shipping costs, provided the merchandise is returned unopened and in its original packaging. It is the responsibility of Specialty Sports to pack goods properly so that all returned merchandise is undamaged. All returned merchandise is subject to a 15% handling charge, unless the goods are being returned because they were received by Specialty Sports in damaged condition or were defective.

Prices

Subject to change, without notice. Merchandise will be billed at the prices which appear on the current Worldwide Sporting Goods price sheet on the day of shipment.

Breakage and Loss

If goods become damaged en route from the regional Worldwide Sporting Goods warehouse to Specialty Sports site, claims should be made against the carrier. It is the responsibility of Specialty Sports to report such damage to the carrier, usually within 30 days of shipment.

Cancellation

Order cancellations must be made prior to shipment of merchandise. The following items may not be canceled: special orders, promotional items, personalized uniforms, and autographed memorabilia.