

# WHOLESALE Sales Agreement



Yunnan Danyun Fair Trade Development Co.Ltd  
云南丹云商桥贸易有限公司  
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[www.danyunfairtrade.com](http://www.danyunfairtrade.com)

Customer Number: \_\_\_\_\_

To establish or update your account with Danyun, please complete both sides of the form, make a copy for your record, and return. An updated and signed form is required every two years. Please call or email us with any questions. Thank you for your support.

1. Danyun and the Wholesale Customer (Customer) agree to the following terms:
  - a. Customers are required to pre-pay 50% on invoicing and 50% when order is shipped. The individual establishing this account by signing below accepts all financial responsibility for the account.
  - b. Orders placed on this account will be shipped to the shipping address given in the top section of the Account Information on the reverse side of this form. We do not offer shipping to multiple customer addresses.
  - c. Customers receive wholesale pricing on all Danyun products. This is a 50% discount off of the suggested retail price (SRP) for **most** handicrafts and 30% for **most** teas. Wholesale pricing and more information can be found on the current Price List and online.
  - d. All orders must be at least \$500 USD at wholesale price for in-stock items.
  - e. If you would like to begin placing your orders online, please submit these forms and visit [www.danyunfairtrade.com/login](http://www.danyunfairtrade.com/login) to create an account. Contact us after you have setup your customer account and we will activate your listing so that you can receive pre-approved pricing and payment terms. Once you login you will see wholesale pricing.
  - f. All prices are FOB Kunming. Customers pay for shipping. Please see the current shipping chart. Additional shipping charges apply for shipments to destinations outside Europe, USA and Asia Pacific.
  - g. We strive to ship your order within 4-6 weeks after receiving the 50% **on invoicing' pre-payment**. Danyun cannot be held responsible for delayed orders.
  - h. We will gladly credit your account upon receipt of the Adjustment Form within 30 days for any damaged or defective items, or items shipped in error. We may request that you return items at our expense before credit is given.
  - i. For business with an open account, payment in full must be received within 30 days after the shipment date. Interest of 1% will be charged on all overdue accounts. New orders will not be processed on overdue accounts.
2. Customers are permitted to use the name "Danyun" or "Threads of Yunnan" for handicrafts or "Tastes of Yunnan" for teas in advertising or promotion related to the sale of these products. However, customers cannot use the name "Danyun" or "Threads of Yunnan" or "Tastes of Yunnan" in the title of their business, organization, or enterprise. Customers must credit Danyun for any product, artisan image or stories used from Danyun catalogs or websites.
3. This agreement, and all the rights and obligations of the parties hereto, shall be governed by the Law of the P.R. of China on the date of this agreement.
4. Terms may change upon 30 days written notice to the customer.

Accepted by: \_\_\_\_\_  
Signature confirms acceptance of all terms and financial responsibility for the business

Printed Name: \_\_\_\_\_ Position: \_\_\_\_\_

Company/store name: \_\_\_\_\_ Date: \_\_\_\_\_



# WHOLESALE Account Information



Customer Number: \_\_\_\_\_

To set up or update your account with Danyun, please complete both sides of form, make a copy for your records, and return. An updated and signed form is required every 2 years.

Company/store name: \_\_\_\_\_ Web site (if applicable): \_\_\_\_\_

Exact name of owner(s) or owning organization \_\_\_\_\_

### Billing Address:

Street/P.O. Box \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Country \_\_\_\_\_

Email \_\_\_\_\_

Contact number \_\_\_\_\_

Business registration number: \_\_\_\_\_

### Shipping Address: Same as Billing Address

Street/P.O. Box \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Country \_\_\_\_\_

Email \_\_\_\_\_

Contact number \_\_\_\_\_

Type of Business \_\_\_\_\_

### 1. Person responsible for paying invoices:

Name \_\_\_\_\_

Day phone \_\_\_\_\_ Evening phone \_\_\_\_\_

Fax \_\_\_\_\_ Email \_\_\_\_\_

### 2. Person responsible for placing orders: (complete only if different from #1)

Name \_\_\_\_\_

Day phone \_\_\_\_\_ Evening phone \_\_\_\_\_

Fax \_\_\_\_\_ Email \_\_\_\_\_

### 3. Do you wish to apply for an Open Account with Danyun?

I already have an open account that I wish to maintain. Number \_\_\_\_\_

**YES** If Yes, complete this section in full and sign below  **NO** if No, all orders must be prepaid 100%

Name of your bank \_\_\_\_\_ Account No. \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_ Country \_\_\_\_\_

Bank Fax: \_\_\_\_\_

### 4. I give permission to Danyun to verify the credit status of the owner of the business with the Bank named above

Signature \_\_\_\_\_ Position \_\_\_\_\_ Date \_\_\_\_\_

