

Dealers & Warehouse Distributors

**Subject: Trick Cable and Switch Policies**

As the company has grown it has become apparent that some of our informal policies must become formal policies. To that end I am sending you this letter to outline policies.

**Dealer/Warehouse Distributor (W/D) requirements:**

The only requirement to become a dealer for Trick Cable and Switch (TCS) is to be a legitimate performance business and provide proof of business to TCS via letter or FAX.

To become a W/D you must meet the same requirements as a dealer, in addition make an initial purchase of \$1,000.00 USD.

Once you are established as a Dealer or W/D there are no additional requirements, no annual minimums or order size requirements.

TCS does reserve the right to terminate anyone's Dealer or W/D status if the person or company is doing anything that is detrimental to the reputation or contrary to the policies of TCS.

We ask all our Dealers and W/D's to advertise TCS products for no less than 5% off list price.

W/D's will be listed on the TCS web site. If the W/D has a web site we will place a link to that site. This is contingent on the WD placing a link to TCS on their site.

W/D's can request a counter top display. These are available on a limited basis.

**Returns:**

Custom built products or special order items cannot be returned.

Off the shelf or Universal products can only be returned with prior approval. Any returned items will be inspected to insure the sale ability of the item prior to being accepted. Any accepted item will be subject to a restocking charge. A credit will be issued for returned items, not a refund.

**Payment:**

Due to the nature of building custom products all orders must be paid prior to manufacture unless payment terms have been previously agreed upon. Failure to meet the agreed upon terms will result in a late charge of 2% per month.

**Warranty:**

All TCS switch panels have a limited life time warranty. If a failure occurs due to workmanship or materials we will make repairs to the panel. Even though TCS does not manufacture the switches or circuit breakers we will replace them if they fail. All warranty claims should be made directly to TCS not to the dealer/wd.

**Shipping:**

Any switch panel order that totals \$1,000.00 USD will receive free shipping in the contiguous 48 states.

TCS will drop ship to dealers/WD's customers. Drop ships will only be made on prepaid orders. There are no additional charges for drop shipping in the contiguous 48 states. Drop shipping to foreign countries would have additional handling charges.

**General Policies:**

TCS will not compete with our Dealers and W/D's. We only sell at full list price whether over the internet, over the telephone, or in person at the track.

Due to the nature of custom switch panels and to protect sales we are more than happy to discuss custom orders with your customers. We will discuss the panel with your customer, write the order, contact you to complete the transaction, and ship the order to you. We do this to assist you in making the sale, and help ensure the order is correct and fill the customer's needs.

TCS displays at events around the country. If we are at an event that is local to one of our Dealers or W/D's they are invited to work the event with us. This would be offered on a first come basis. The person(s) attending the event must be prepared to work the full event and have acceptable "team" clothing. They would be allowed to hang a banner in the TCS display area. This is offered to help promote the Dealers or W/D's business in their local market. Any switch panels that are ordered that weekend would be listed as the Dealers or W/D's sales. TCS would process the order, charge the customer, and ship the panel to the customer. We would then credit the Dealers or W/D's account with the amount of their margin.

Respectfully,

Craig B. Scott  
President/CEO  
Trick Cable and Switch, LLC

