



***Good Afternoon,***

We are very excited that you have business interest in our company and we always strive to serve our customers to the best of our abilities. To process your information as quickly as possible, we ask that you help us with a few things.

Please fill the form out in its entirety. If there are any incomplete sections or blanks on your application, we will return it to you for completion, prolonging the process. After we receive the complete application from you we will contact you in regards to next steps to complete the dealer set up. The more details that you can provide, the faster your application can be processed.

Your first order must be placed at time of application acceptance and paid in full at time of order placement. Once your onboarding training has been completed we will send you a credit terms application, if approved, the credit terms of 2%10NET30 will apply to all future orders.

If you have any questions, please feel free to contact us any time. We look forward to working with you!

***Sincerely,***

***Xanthea Melton***  
***Operations Manager***  
***ILS Products LLC***  
[xmilton@globalils.com](mailto:xmilton@globalils.com)  
[979.421.9022](tel:979.421.9022)

**To provide you with the best service and expedite account setup, it is very important that we receive the following documents as soon as possible:**

**CHECKLIST:**

- Dealer Application
- CURRENT Sales and Use Tax Resale Certificate and/or Resale Certificate
- Signed MAP Policy

\*Please complete all fields, if not applicable please enter N/A



COMPANY NAME			
MAILING ADDRESS		DELIVERY ADDRESS	
STREET ADDRESS		STREET ADDRESS	
CITY		CITY	
STATE		STATE	
ZIP CODE		ZIP CODE	
PHONE NUMBER		NUMBER OF YEARS IN BUSINESS	
FAX NUMBER		DO YOU REQUIRE A PURCHASE ORDER #?	
SALES TAX PERMIT #		EMPLOYEE IDENTIFICATION #	

**PLEASE ATTACH RESALE/EXEMPTION CERTIFICATE (INCLUDE TAX EXEMPTION # IF APPLICABLE)**

NAME(S) OF MANAGER(S)			
NAME OF PURCHASING MANAGER			
PHONE NUMBER		EMAIL ADDRESS	

TYPE OF OWNERSHIP	<input type="checkbox"/> SOLE PROPRIETORSHIP	<input type="checkbox"/> CORPORATION	<input type="checkbox"/> PARTNERSHIP
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WEBSITE		EMAIL	
DATE & STATE OF INCORPORATION			

**LIST NAMES, ADDRESSES (INCLUDING CITY & STATE), & PHONE NUMBERS OF PRINCIPAL OWNERS OR CORPORATE OFFICERS**

NAME	MAILING ADDRESS	PHONE	CITY/ STATE/ ZIP
NAME	MAILING ADDRESS	PHONE	CITY/ STATE/ ZIP

**HOW DID YOU BECOME INTERESTED IN OUR PRODUCTS?**

<input type="checkbox"/> TRADESHOW	<input type="checkbox"/> BUSINESS ASSOCIATE	<input type="checkbox"/> CUSTOMER REQUEST	<input type="checkbox"/> ADVERTISING
<input type="checkbox"/> PREIFERT REP COLD CALL	<input type="checkbox"/> OTHER		

Do you currently stock a comparable product line?	YES	NO
IF SO, PLEASE DESCRIBE		



ILS Products LLC | Ranch Hand Solar Lighting Systems  
1910 E Tom Green St  
Brenham, TX, 77833  
979-421-9022

## 2024 Minimum Advertised Price (MAP) Policy

To maintain its premium position in the industry, we have unilaterally adopted a Minimum Advertised Price (MAP) policy applicable to all ILS Products LLC or Ranch Hand Solar Lighting Systems [herby collectively referred to as "ILS Products LLC"] distributors and dealers (collectively, the "Resellers") as of **January 1, 2024**, for the products designated by ILS Products LLC. The Policy is being implemented to help ensure the long-term viability of the ILS Products LLC brand and to protect the investment of the Resellers that provide valuable sales and support to their customers. The terms of the MAP policy are confidential and should not be disclosed to other parties.

### Policy Coverage

The Resellers are free to sell the products at any price they choose at their sole and absolute discretion. Pursuant to the Policy, the Resellers may not advertise at a net price less than ILS Products LLC published MAP in all media, including, without limitation, flyers, mailers, catalogs, internet, or similar electronic media, television, or radio. Internet sites include reseller-owned domains that are managed or fulfilled by the resellers. The posting of advertised prices below MAP on any internet website for any reason, whether or not said website is publicly accessible, is specifically prohibited. Selling on any 3<sup>rd</sup> party website such as but not limited to Amazon, eBay, Jet.com, and Walmart.com is strictly **PROHIBITED**. Online shopping cart pricing may not feed public search engines such as Google or similar search engines.

All online resellers must be clearly identified on their domains and authorized marketplaces. Participation on marketplaces that renders the reseller anonymous is not authorized by ILS Products LLC and can result in immediate termination of that seller's account and business with ILS Products LLC.

1. The policy applies only to U.S. Resellers of ILS Products LLC.
2. The policy applies to advertising of new products, not used or refurbished products.
3. "Bundles" that ILS Products LLC items cannot be advertised below the MAP price of the ILS Products LLC item in that bundle.
4. Items listed as "open box," "customer return," or any such nomenclature that designates the item as not brand new and factory-sealed cannot be listed with stock ILS Products LLC images. Listings must show the item as is with open box in the seller's possession.
5. This policy does not apply to close out, discontinued, or non-current products. ILS Products LLC reserves the right to adjust MAP with respect to all or certain products at its sole discretion.
6. All ILS Products LLC branded products are covered under this policy *except* for **Custom and/or OEM products** sold by ILS Products LLC.

## **Advertising not covered by this policy**

1. In-store, retail merchandising (signs, price tags, banners, etc.)
2. Storewide or site-wide coupons
3. A website shopping cart as long as the product was placed by a customer who clicked or selected “Order,” “Add to Cart,” “Make an Offer” or a comparable command.
4. Prices negotiated between the reseller and a unique customer.

## **Policy Violations**

Violations of the MAP Policy will incur the following penalties:

1. First offense – Reseller is notified, and violations to be corrected within 24 hours.
2. Second offense - Reseller is notified AND all orders are suspended for 30 days. Also, Reseller Locator links will be removed on ranchhandsolarlighting.com for 30 days.
3. Third offense – Reseller is notified, and shipments are suspended for 90 days and Reseller Locator links will be removed on ranchhandsolarlighting.com and globalils.com for 90 days.
4. If a reseller continues to engage in any such advertising that is a violation of MAP, ILS Products LLC may, in the exercise of its sole and unilateral discretion, terminate the Reseller as a direct ILS Products LLC distributor or dealer.

## **Unilateral Action**

ILS Products LLC is not seeking agreement from any reseller to adhere to the MAP policy. It is within the discretion of the reseller whether to comply or not comply. Noncompliance of the MAP policy may result in the termination of authorized dealer status.

## **Reporting**

ILS Products LLC tracks and reports MAP violations by an independent tracking service. ILS Products LLC does not accept reporting of MAP violations from outside sources, including its resellers.

## **Contact Information**

ILS Products LLC sales personnel have no authority to modify or grant exceptions to this policy. Any questions regarding this Policy should be sent to the Resellers ILS Products LLC Sales Representative or email MAP Policy Manager at [xmelson@globalils.com](mailto:xmelson@globalils.com)

## **Frequently Asked Questions**

### **How does this Policy affect my actual selling price?**

This Policy does not affect your actual selling price. You are free to charge whatever price you want.

**Would advertising that states “Call for price” or “Too low to print” or promises to beat any advertised price be a violation of the Policy? No.**

**Would advertising that states “See shopping cart for price” violate the Policy? No.**

**May I use a discounted price on my website product?**

No. Always use MAP pricing for any published file that is available to the consumer without adding to a shopping cart.

**May I appeal the ILS Products LLC Companies decision regarding a Policy violation?**

Yes. Appeals should be emailed to the policy manager at [xmilton@globalils.com](mailto:xmilton@globalils.com)

**What if a Reseller makes a mistake that results in a violation?**

It is the reseller’s responsibility to monitor its own advertising. ILS Products LLC will not differentiate between intentional and accidental violations when enforcing the Policy.

**Can I submit my ads in advance to be approved for Policy compliance?**

Each reseller is solely responsible for an ad’s compliance with this Policy.

**Agreed to by:**

Company name:

\_\_\_\_\_

Any/All other names by which this company operates (including names used on Ebay, Amazon, etc):

\_\_\_\_\_

Address: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Email: \_\_\_\_\_ Phone: \_\_\_\_\_

Reseller’s Principal name printed: \_\_\_\_\_

Reseller’s Principal Signature: \_\_\_\_\_

Date signed: \_\_\_\_\_

If in agreement with this policy, then please fill out the requested information and sign it. You may scan the 3<sup>rd</sup> page and email to your Sales Representative.

**IMPORTANT:** As of January 1, 2024, no shipments will be made to any wholesaler or distributor without having completed this form and returning it to ILS Products LLC.